

## WURLITZER 1100s MAKE MORE MONEY FOR YOU IN THESE 2 WAYS

1 The greatest CUSTOMER  
APPEAL of all time.

2 Substantial savings in  
record and service costs...  
should exceed \$300 SAVED  
in four years.

**NO OTHER** commercial phonograph approaches the Wurlitzer Model 1100 in *quality of music or play-promoting design*. And it is this combination of music and design that makes it *the greatest money maker of all time*.

Thanks to the famous Zenith Cobra Tone Arm and Wurlitzer engineering, the Model 1100 faithfully reproduces the finest modulations...produces clear-as-a-bell tone that sets new high standards for recorded music.

Because of less than  $\frac{2}{3}$  ounce pressure, records last up to ten times longer... sound just as good after a thousand plays as they did when new.

To these savings in record-needle costs, add sizeable savings in service costs. All

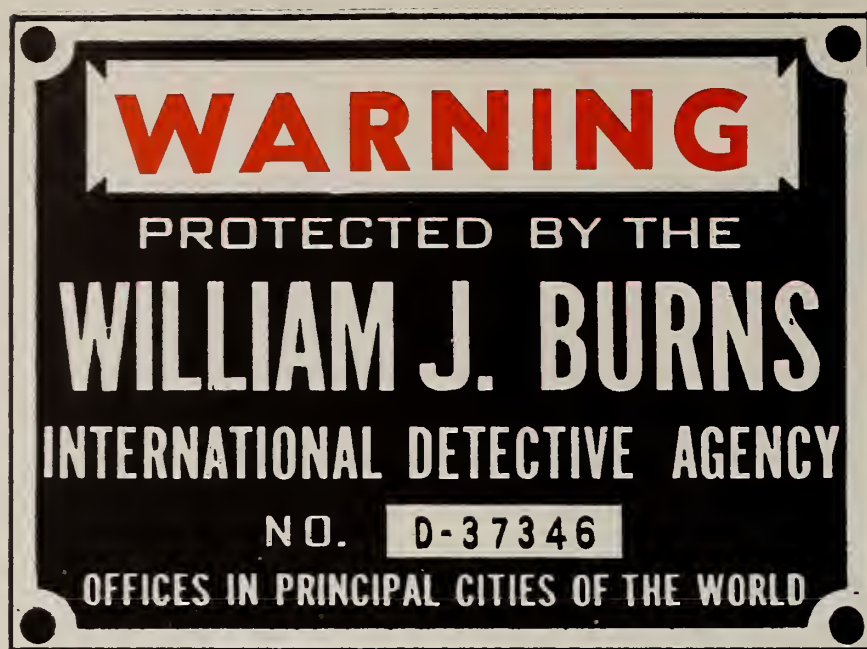
major assemblies are built into easily demountable units, can be removed from two to 100 times faster than in other phonographs and replaced with "spares" when shop servicing is required.

When you buy Wurlitzer 1100s make a mental deduction of \$300 from the price. *In addition to their unprecedented cash box earnings, that is what savings on records and service should amount to in four years.*

Replace your old phonographs that take in too little, cost too much to service. Trade them in on Wurlitzer 1100s. Put your route on a good profit paying basis by moving a better paying phonograph into every location. The Rudolph Wurlitzer Company, North Tonawanda, New York.

**GENEROUS TRADE-IN ALLOWANCES ON YOUR OLD  
PHONOGRAPHS — EASY TERMS ON WURLITZER 1100s**





**EXCLUSIVE PROTECTION  
FOR CIGARETTE MACHINES,  
DRINK DISPENSERS, CANDY  
VENDORS, SCALES, ALL OTHER  
AUTOMATIC MERCHANDISERS  
AND SERVICE MACHINES.**



Exclusive protection by the world famous William J. Burns International Detective Agency is offered to all cigarette machines, drink dispensers, candy vendors, scales, all other automatic merchandisers and service machines, anywhere in the U. S. A.

This internationally famed service can now be obtained by operators of the above equipment at a very special rate, covering everyone of the automatic merchandisers and service machines on each individual location anywhere in the nation.

Automatic merchants who wish the ultimate in protection at a special rate, arranged exclusively for them, should immediately inquire for full details.

Associations of automatic merchants can arrange for an all-inclusive rate for the merchandisers of their members. This special feature will meet with complete approval of the officers and members. Arrangements for meeting with any association executive board are now complete. Associations are urged to make inquiry through a responsible officer.



**THE COIN MACHINE OPERATORS  
OF AMERICA, INC.**

1309 NEW JERSEY AVE., N. W.  
WASHINGTON 1, D. C.

(All Phones: HOBART 3170)



# THE CASH BOX

"THE CONFIDENTIAL WEEKLY OF THE COIN MACHINE INDUSTRY"

THE CASH BOX IS THE OPERATOR'S MAGAZINE—  
IT IS NOT SOLD ON NEWSSTANDS

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## IN THIS ISSUE

May 1, 1948

Vol. 9, No. 31

MORE OPS WANT 10¢ PLAY.....Pages 4 and 5

AUTOMATIC MUSIC SECTION .....Page 6

NATION'S TOP TEN TUNES.....Page 7

RECORD REVIEWS .....Pages 9 and 11

MANUFACTURERS' NEW EQUIPMENT .....Page 22

GENERAL COIN MACHINE SECTION.....Page 23

CHICAGO CHATTER .....Page 36

EASTERN FLASHES .....Page 37

CALIFORNIA CLIPPINGS .....Page 38

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THE CASH BOX exclusively covers the coin machine industry, including oper-

ators, jobbers, distributors and manufacturers, and all those allied to automatic coin operated music equipment; automatic coin operated vending machines and service machines as well as all coin operated amusement equipment; the music and record business, recording artists and publishers of music; and all others in any fashion identified or allied to the coin operated machine industry as well as all finance firms, banks and other financial institutions expressly interested in the financing of coin operated equipment of all types.

THE CASH BOX has been recognized by various associations of coin machine operators thruout the United States as their official weekly magazine.

THE C.M.I. BLUE BOOK division of The Cash Box is an entirely separate medium, giving all prices of new and used machines of all kinds, continually reporting all market changes. The C.M.I. BLUE BOOK is officially recognized by many States as the "official price book of the coin machine industry."

## Talking It Over

At the business luncheon of the Ohio state phono ops' assn. (April 14) it was extremely interesting to hear Harry Lief, old time coinman, get up and explain that the time had arrived when juke box ops should go to 10c play. Harry's reasoning was based on the fact that most of the ops (in the Cleveland area anyway) had already cut down commissions to locations. That the location owners were "losing interest" and "not cooperating the way they should" because of the fact that they were now getting so little from the collections. (Of course, Harry overlooked the fact that the average location gets very, very little from the merchandise vendors, and yet, goes right ahead cooperating with these ops. But, these ops have done a real sales job on the location owners.) Anyway, to make a long story short, Harry feels that the last thing left to do; because of inflation, much greater overhead expense, higher cost of phonos, parts and supplies, is for the music op to boost to 10c play and, he says, in this way the storekeepers will be happy once again for they, as well as the ops, will be getting more money, therefore giving the juke box better cooperation and helping boom the play.

★ ★ ★ ★ ★

It was nice to hear that the Youngstown, O. City Council had passed an ordinance licensing the operation of rolldown games. This, from what Youngstown ops report, brought in a flood of coinmen, some of whom came in with trucks and sold rolldowns right off the buckboards. More towns in this part of the state are expected to follow Youngstown's lead.

★ ★ ★ ★ ★

Quite a few juke box ops decrying the cost of records. One noted op from Augusta, Ga., writes, "Record cost is what is killing profits." He claims that when his average \$8 (gross) per week spot is collected and the op turns \$4 over to the location (leaving himself with \$4) and then starts putting new records into the machine, he has nothing left for himself. He feels that ops should get a lower price on records to make it profitable to operate juke boxes. (The 50% commission he pays is out of line, as most music ops thruout the nation agree, and what should be done in the case of an \$8 per week gross location, at the very least, is to arrange for "overhead" to come off first, before any commish split is made. In fact, such a location shouldn't even get any commission.) But, while on the subject of records, it wouldn't be a bad idea for groups of ops to sound out what could be done in the matter of price by volume purchasing.

★ ★ ★ ★ ★

A Detroit op tells me that one of his worst problems at this time is to compete with the part-time operator who has a "job on the side." In short, the worker who operates 10 or 15 phonos and takes care of them in the evening. He claims that these men are causing all ops to face a real battle to obtain a better commish basis.

★ ★ ★ ★ ★

Big argument ops advance as to why they can't go to a better commission basis (even tho cigarette and other vendor ops have been on such a basis for many years now) is that their competitors won't cooperate and will, instead, jump their locations by offering 50% commish. They claim that the op is the toughest of all rugged individualists. Surely, he can't be a tougher rugged individualist than the farmer. And most farmers have long ago learned that it pays them to be members of their local farm cooperatives. These cooperatives have not only helped the farmer to earn more for his hard labor, but have also made buying easier and cheaper for him. If the average op is called in and the facts pointed out to him he shouldn't be any tougher to convince than the average farmer.

Bill Gersh



# MORE OPS W

## Juke Box and Amusement Game Ops Urge the Answer to Present High Overhead Retailers Will Cooperate is the Report

NEW YORK—This publication, in all of its history, never before faced such a flood of comment, pro and con, as it did immediately after the appearance of the editorial, "What's Wrong With Music?", which featured a suggested graduated commission percentage scale. (This editorial appeared in the April 24, 1948, issue.)

Almost everyone agreed that there was nothing wrong with music which the operator didn't bring down upon himself. Everyone also agreed that the average op was simply "like the carpenter who complained of his tools because of a poor job, or the painter who complained of his brushes." All were unanimous in their opinion that many were "like the ostriches who stuck their heads into sand to hide from the hard facts which faced them."

And tho all agreed that the answer to "What's Wrong With Music?" was simply that the operator of automatic music equipment must get a better percentage of the intake from his equipment, they were just as varied about "how" this should be done.

Some agreed (and many of these operators were amusement men) that the graduated commission percentage arrangement was best. Just as many claimed that, "We've already cut down on our storekeepers. They're not cooperating with us the way they should because they've lost interest in the machines. They aren't getting what they used to get and, therefore, they don't care whether anyone plays the machine or not.

"What we've got to do," these men stated, "is to give the storekeeper more profit, as much as we used to give him, so that once again he'll make it his business to boost the play on the machine, and we'll be able to see some profit for ourselves."

"The answer," they concluded, "is 10c play."

One op put it this way, "There's no use kidding ourselves any longer. The merchants are actually laughing up their sleeves at us. They know that we're all wet. They also know that we can't go on giving them brand new equipment and also giving them the service we should and still charge a nickel for the play.

"Even with front money, or a graduated percentage commission basis," this well known op continues, "we still aren't getting the return we should on our investment. The one and only answer is 10c play.

"The very fact," he says, "that even the New York subways had to start charging a dime to survive, should be reason enough for everyone to charge 10 cents. It was almost tradition," he states, "that

the subways in New York would never charge more than a nickel."

He says, "The nickel is dead. It's worth about a penny today. And, with every storekeeper in town now realizing this, we can take advantage of the situation and get 10c play with the merchants backing us up wholeheartedly. Especially since they realize that they, too, will see some profits once again."

A pinball op advises, "Sometime ago I tipped you off that we were testing our pin games on 10c play. We disregarded the card that was sent to us to use as far as awards are concerned. We decided that since we were offering amusement and giving the players free plays, we could do the same on 10c as well as on a nickel.

"The result," he claims, "proved we were right. Even my partner who, at first, opposed me, is now 100 per cent with me. He sees the difference. We didn't lose one-tenth of the players and, what's more, our take has increased far over 75% from what it ever was. Of course, we changed the award cards and are giving more free play. Not double, but more than could be had for a nickel.

"The players realize this for they know the award cards just as well as we do. Now we are satisfied that 10c play is okay for pinballs. We're going ahead with this idea, putting on our own 10c coin chutes, until the manufacturers wake up and do so for us. What's more, the dime stopped minors from playing."

The dime has become a more popular coin than the nickel, because so many, many items which were once 5c have been raised to 7c, 8c or 10c.

Therefore, with the 10c coin now outranking the nickel in popularity, more people find they have more dimes in their pockets. The coin machine field can take advantage of this fact. It can now begin to obtain the price it should for the music and amusement it offers the public.

In fact, there is no longer any doubt, according to operators who have been making tests on 10c play, that the public will go along with this increase, just as it went along with a like increase of merchandise costs in other fields.

It must be recognized by all in the coin machine field that some years ago officials of AMI, Inc., urged the music trade to go to 10c play and offered to equip their phonos with coin chutes which would take the dime.

The Rudolph Wurlitzer Company also offered this



# WANT 10c PLAY

## Swing to 10 Cent Play. Claim This is and Increased Cost of New Equipment. of Ops Who Have Surveyed Territory.

line of reasoning, because of surveys which they made thruout the industry, and suggested that 10c play was the answer. In fact, the Wurlitzer people went into an expensive publicity campaign to arrange to get 10c play into action.

But, they were opposed by the J. P. Seeburg Corp. who stated something about 5c play being more or less traditional, accepted by the public, and felt that a changeover would simply hurt, instead of help, operators.

Today, as inflation goes ahead as prices zoom, while overhead costs are way up in the sky, with equipment ranging around the \$1,000 (and in the case of the new Seeburg 100 record, 200 selection, mechanism) around the \$2,000 mark, the operator knows that he must get more money to continue profitably.

The same is true in the amusement game field. The operator pays a heavy price for the machine he buys. He simply must be given a better opportunity to get his money out of whatever equipment he has invested in, and to do so he needs use a larger denomination coin.

Furthermore, when he continues on the 5c play (as operator after operator has reported) and cuts his location owners down to almost nothing, as far as commission is concerned, he finds little interest left in his equipment with storekeepers no longer cooperating with him.

"How much can I cut my storekeepers?", is the way one operator puts it. "I've got them down to 40% commission. But," he claims, "we have argument after argument everytime my boys collect from these storekeepers."

He reports, "Just the other day, one of my boys gave the location owner two dollars. That was his share. What was the result? He threw the two dollars back at my boy and said, 'Listen, maybe you need this worst than I do. Furthermore, get your machine the hell out of here. It doesn't pay me or my men to watch it.'

"My boy came back and told me that we were losing the spot. I went out there and talked for over two hours trying to tell this customer why we were forced to do this. I even took bills over to him and showed him what it cost me to do business. But, in the end, we had to pull our machine. As usual, someone stepped into the spot at 50 per cent."

A phone call from another prominent operator to the effect, "There is no doubt that you are perfectly

right regarding the fact that the ops must get more money from everyone of the machines they now have on location. Maybe you're right when you compare the juke box to the cigarette machines.

"But, you must also remember," he stated, "that the average juke box op won't work with his fellow operators and won't cooperate with any plan unless he is forced to do so. Threatening him with no longer being able to get new equipment," he forecasts, "won't do any good. Someone will sell him. Therefore, the one and only answer is to show him the way out of his troubles. And that's for him to adopt the 10c per play idea.

"Personally, I believe that the 5 plays for 25c should still remain. The quarters help in a big way to keep operators going. Maybe if we adopted 1 play for 10c, and 5 plays for 25c we would see more quarters, because of the bargain offered. There's no loss with dimes and quarters."

Of course, what is more important, and uppermost in the minds of the ops, is the fact that more and more of them are swinging over to the fact that 10c play is the answer. The five for 25c chute seems destined to remain. The answer is whether the nation's operators, as a unit, can recognize the need of all who are fighting desperately to survive.

The answer must come from the operators themselves. They must disregard the arguments which have been advanced in the past. There is no longer any doubt that their salvation rests upon obtaining more money for the very same services which they are rendering today.

It's time the operator stopped being the nut between the jaws of the nutcracker, and realized for his own good that he simply must obtain more money from each spot to exist. And the fact the dime is today a more outstanding, more widely used, and a more popular coin than the nickel, he can get the result he wants with 10c play.

Perhaps, too, ops are right who state that the average storekeeper won't continue to cooperate if he only gets "a few dollars each week" from the collection. The location must be satisfied and the operator, too, must earn a decent profit on his investment to continue on ahead, to be able to purchase new equipment, to be able to meet his higher overhead expense, to be able to buy parts and supplies.

The answer, it seems, is what ops are now demanding: that 10c play come into being in the coin operated entertainment fields, and become accepted fact as soon as possible.



# THE CASH BOX

AMERICA'S ONLY WEEKLY MAGAZINE EXCLUSIVELY  
DEVOTED TO THE JUKE BOX INDUSTRY.

# Music Section

May 1, 1948



## VAUGHN HORTON

Riding hot and heavy on juke boxes throughout the nation with his rendition of the click recording of "Toolie Oolie Doolie", Vaughn Horton continues to amaze his colleagues in the music biz with his sensational prowess at tunesmithing. Not only did Vaughn author "Toolie", he is also the proud penner of "Choo Choo Ch' Boogie" and in the folk field, "Address Unknown", "Sold Down The River" and a flock of other hits. "Toolie" is Vaughn's first shot on wax. Exclusively featured on Continental Records.

## FEATURES

- ★ The Nation's Top Ten Juke Box Tunes
- ★ The Cash Box Record Reviews
- ★ Juke Box Regional Record Report
- ★ 'Round The Wax Circle
- ★ Hot In Harlem
- ★ The Broadway Beat
- ★ Rollin' 'Round Randolph
- ★ Folk and Western Record Reviews
- ★ The Nation's Big 5 Hillbilly, Folk & Western Juke Box Tunes
- ★ Hot On Chicago's South Side
- ★ The Cash Box Disc-Hits Box Score



# The Nation's TOP TEN Juke Box Tunes



The Top Ten Tunes Netting Heaviest Play In The Nation's Juke Boxes, Compiled From Reports Submitted Weekly To The Cash Box By Leading Music Operators Throughout The Country.

## CODE

AL—Alladin  
AP—Apollo  
AR—Aristocrat  
BU—Bullet  
CA—Capitol  
DA—Davis  
CN—Continental  
CO—Columbia  
CS—Coast  
CE—Celebrity  
DE—Decca  
DEL—Deluxe  
EX—Exclusive

KI—King  
MI—Miracle  
MA—Majestic  
ME—Mercury  
MG—M-G-M  
LO—London  
MN—Manor  
MO—Modern  
MU—Musicraft  
NA—National  
RA—Rainbow

RE—Regent  
SA—Savoy  
SD—Super Disc  
SI—Signature  
SP—Specialty  
ST—Sterling  
TO—Top  
TC—Twentieth Century  
UN—Universal  
VI—Victor  
VT—Vitacoustic

1

### NOW IS THE HOUR

*In the top spot again, with coin pouring in like honey.*

CA-15024—Margaret Whiting  
CO-38061—Horace Heidt O.  
CO-38115—Buddy Clark  
CM-7502—Jerry Wald O.  
DE-24378—Bob Carroll  
DE-24279—Bing Crosby  
LO-110—Gracie Fields

MA-1191—Eddy Howard O.  
ME-5103—Les Paul Trio  
MG-10125—Kate Smith  
MU-532—Shep Fields O.  
SI-15178—Ray Bloch O.  
VI-20-2704—Charlie Spivak O.

2

### BECAUSE

*In fourth place a week ago, this plug ditty surges forward to grab the number two spot.*

AP-1068—Hal Winters  
VI-20-2653—Perry Como

3

### SHINE

*Drops one spot this week to take over third place.*

DE-48074—Slim Green  
DE-25354—Ella Fitzgerald  
DE-25353—Guy Lombardo O.

DE-24382—The Mills Bros.  
ME-5091—Frankie Laine  
VI-20-2760—Hot Quintette

4

### SABRE DANCE

*Booms from sixth place to latch on to this coveted position. Play surging throughout the nation.*

CO-38102—Woody Herman O.  
DE-24388—Victor Young O.  
MG-30048—Macklin Marrow

SI-15180—Ray Bloch O.  
RE-111—Don Henry Trio  
VI-20-2721—Freddy Martin O.

5

### TOOLIE OOLIE DOOLIE

*In eighth place a week ago—here it is in the fifth spot. Ops report peak play.*

CA-15059—The Sportsmen  
CN-1223—Vaughn Horton  
DA-2015—Dana Serenaders  
DE-24380—Andrews Sisters

FL-5005—Alpine Belles  
LO-201—Johnny Dennis  
SP-5505—Larkin Sisters  
ST-1013—Dick Hayman  
VI-25-1114—Henri Rene O.

6

### BUT BEAUTIFUL

*In seventh place a week ago, this plug tune moves up here to notch the sixth spot.*

CA-15024—Margaret Whiting  
CO-38053—Frank Sinatra  
DE-24283—Bing Crosby  
DE-24294—Bing Crosby  
LO-142—Denny Dennis

ME-5096—Frankie Laine  
MG-10126—Art Lund  
MU-538—Mel Torme  
SI-15117—Ray Bloch O.  
VI-20-2616—Tex Beneke O.

7

### BABY FACE

*Drops from the five spot it occupied last week to grab the seventh hole. Still causing loads of comment.*

AP-1114—Phillie All Stars  
CO-30014—Jerry Wayne  
DE-25356—Henri King O.  
KR-216—Uptown String Band  
ME-2120—Aqua String Band

MG-10156—Art Mooney O.  
ST-294—Hum & Strum  
TO-294—Benny Strong O.  
PA-1105—Fenko String Band  
UN-627—Milt Scott O.  
VI-22879—Sammy Kaye O.

8

### MANANA

*Takes a big drop after a sensational play across the boards. Ops continue to find excellent play nevertheless.*

CA-15022—Peggy Lee  
DE-24333—Mills Bros.  
LO-187—Edmundo Ross  
VI-20-2819—Joe Loss O.

9

### I'M LOOKING OVER A FOUR LEAF CLOVER

*Repeats its position of last week. A "four-leaf clover" winner it is too.*

CA-491—Alvino Rey O.  
CO-38100—Tony Hill O.  
CO-38081—Arthur Godfrey  
CO-38082—Cody Fox  
DE-24319—Russ Morgan  
ME-5105—Frankie Laine  
ME-5100—Uptown String Band

MG-10119—Art Mooney O.  
MU-543—Polka Dots  
RA-10043—Jimmy Saunders  
SI-15117—Ray Bloch O.  
TR-220—Alexander O.  
VI-20-2668—Three Suns  
VI-20-2787—Curly Hicks

10

### ST. LOUIS BLUES MARCH

*Kicking up a storm for sometime now, strong demand of ops moves this ditty into the top ten.*

VI-20-2722—Tex Beneke O.





PAIRED FOR A PAYOFF!

DORIS DAY  BUDDY CLARK

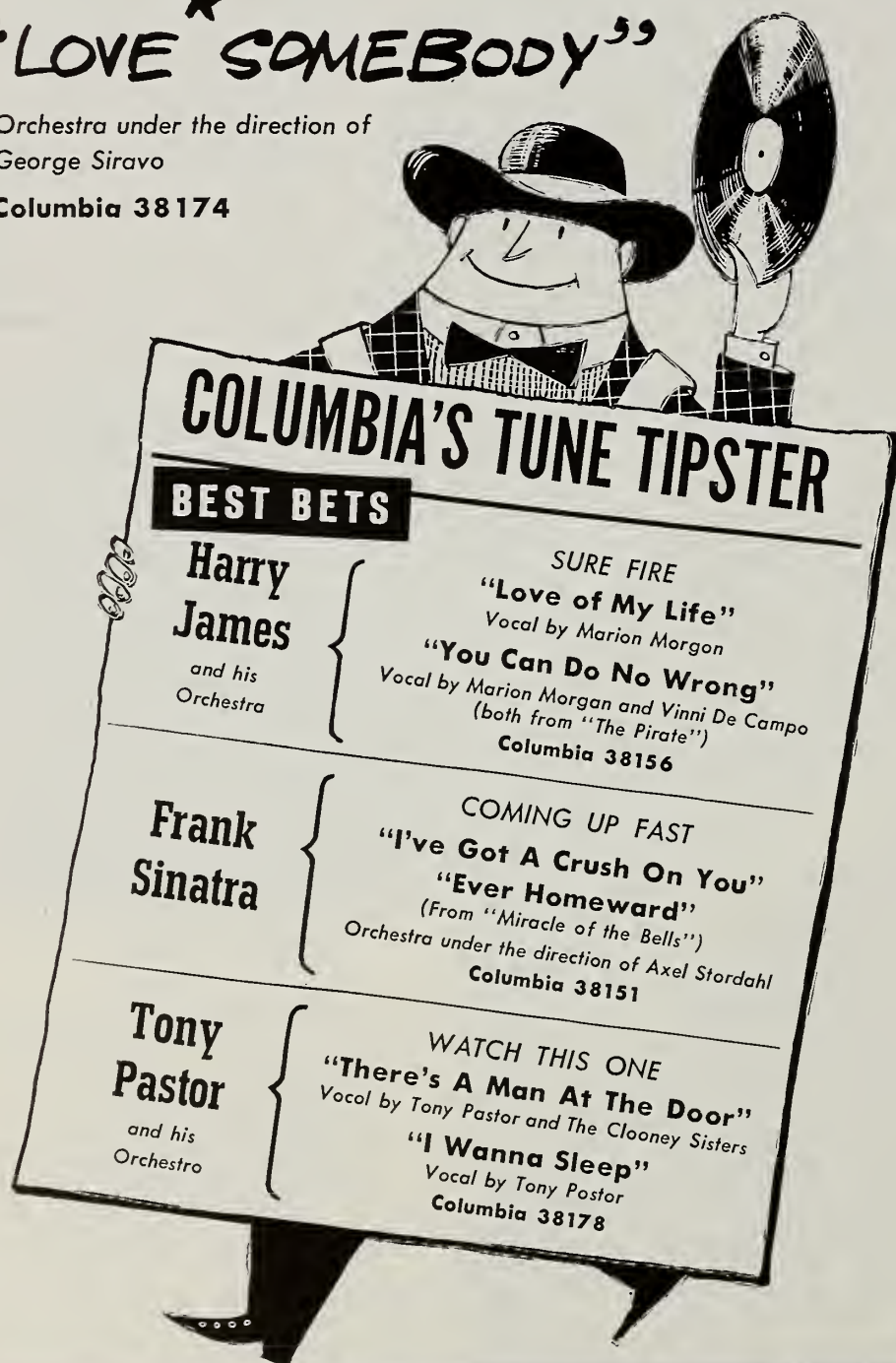
SINGING

"CONFESS"

"LOVE SOMEBODY"


Orchestra under the direction of  
George Siravo

Columbia 38174



HEAR THE GREAT ARTISTS AT THEIR BEST ON

**Columbia Records**

Trade-marks "Columbia," and  Reg. U. S. Pat. Off.

  
**ROUND THE WAX CIRCLE**  
by Byrde Gore

A recent spot survey made among several large record distributors indicates that the so-called independent record manufacturers have definitely made their mark in this glorious disk business. Many point out that a majority of their sales among indie labels are on a comparative scale with the sales of the top major labels. And speaking of top major labels—the man-hunt is on once again to determine who is that "fifth top major." Several distributors point out that the majors exploited artists who were—more or less—declining in "sales appeal"; while the indies sprung up with new talent, who surprisingly clicked nationally. Meanwhile all agree that the present stalemate in the disk biz has them bewildered. It certainly seems too early for the annual "spring slump" and yet, disk sales have fallen off. C'est le ban—the recording ban that is.

\* \* \*

The phenomenal job nitery owner Frank Palumbo has done in Philadelphia is an able example of what promotion and exploitation, through all sources, has done to put the Quaker City on the music map again. Frank's cooperation with the Philadelphia Music Operators Association in building the Click Tune Party in that city, has certainly cemented relations between the music ops and the artists and moreso, paved the way for wider phonograph promotion for those very same artists. And when mentioning Frank Palumbo, don't forget what he has done for the kids of Philly, the Damon Runyon Cancer Fund and many other charitable organizations. Our hat is off to you—Frank Palumbo.

\* \* \*

News from the West Coast has the land of sunshine hopping. Still uppermost in the minds of local disk folk is who's stealing how much of whose records...Bill McCall of 4-Star Records back in Hollywood after a swing thru Cincy, Cleveland, Baltimore, Washington, D. C., and New York...Art Rupe, Specialty disk prexy, played host to Chi distrib Milt Salstone and Savoy Records prexy Herman Lubinsky this past week...Joe Bihari tells us the touring Bihari's are bound to start the trek again. The wanderlust family—thass' all...Delson & Stoken Distribs may have a sleeper in the five-year-old recording of Frankie Laine's "Wee Small Hours"...Mercury's Les Jaffe predicts another hit for his outfit with Chuck Foster's "Who Put That Dream In Your Eye"...Several top Capitol execs slated to tour Europe soon to "study market and talent conditions."

\* \* \*

Warner Bros. prepping a film on wired music, using Pantages-Maestro equipment and story material...Lou Chudd of Holiday Distrib. Co. claims their entry into the race field via Imperial label got off to a big money start with "17 Million Dollar Baby"...Half a dozen different legends running L. A. about eden ahbez (who insists his name be spelled in lower case letters)...eden whipped up a thing called "Nature Boy"...all the stories read good and most folks are eating 'em up...Aside to Bruce Altman: You can get on your broom and fly to New York with another copy altho we don't believe it will help...and come to think of it we're rich—in pride...Aladdin's Mesner Bros. and Art Rupe scouring the west a la Sherlock Holmes...Where did George Oliver, Capitol Records vee pee, get that sunburn?...Paul Reiner, Black & White prexy, credits the Mesner boys with being most cooperative in the current disk swindle...Cute note: Send a get well card to that Genial Irish Gentleman, Art Mooney, bedded down with an appendectomy in the Jewish Memorial Hospital, Cincinnati, Ohio.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!



# THE CASH BOX

## Record Reviews

"I Want To Cry" (2:50)

"Someday" (2:57)

SAVANNAH CHURCHILL AND  
THE FOUR TUNES  
(Manor 1129)

● Latest Churchill platters show as a piece music ops should run for—and find excellent results with at that. Titled "I Want To Cry," chirp Churchill spoons this tender piece in top notch fashion, with the warm vibrant wordage weaving brilliantly all thru. Wax is of the intimate variety—and aimed at race spots should come in for some heavy coin play. Flip features The Four Tunes in vocal harmony with "Someday." Ditty is a standard and gets and receives a grade A sendoff by this combo. Top deck is the one to ride with.

"Pay Day" (2:46)

"Hopeless" (2:51)

RAY HENRY ORCH.  
(Dana 2009)

● Pair of sides for the polka spots and more rhythm from the Dana label with the Ray Henry ork and the Dana Serenaders on deck serving the melody. Top deck spills in gay happy tempo, with the vocal group wailing the cute lyrics in adequate fashion throughout. Dig the title for the wax story here. Orchestral backing is fair and spikes the tune greatly. Flip is an all instrumental piece that should meet with favor. Folks that go for polka rhythm should find no fault with this pair. Music ops take note.

"When Senorita Comes To Hear The  
"Senor Play" (2:58)

"I'll Teach You The Words Darling"  
(3:02)

JOSEPH SUDY ORCH.  
(Fortune 108)

● Bowing into the disk spotlight via this piece, Joe Sudy and his crew show as a favorable listening attraction. Wax titled "When Senorita Comes To Hear The Senor Play," and the oldie "I'll Teach You The Words, Darling" is adequate as it stands and should go well as filler material. Top deck is a Latin novelty fling, with Joe wailing the lyrics himself. Flip is one that should be remembered by many an op since it went like sixty many moons ago. Both sides rate your listening time.

"Trouble Is A Man" (2:50)

"How High The Moon" (2:54)

BOYD RAEURN ORCH.  
(Atlantic 860)

● Brilliant fashioned tones by chirp Ginnie Powell, coupled with the excellent orchestral work of Boyd Raeurn and his crew grab a well deserved spotlight here. Topside, "Trouble Is A Man" shows the gal in fine voice all the way, wailing this deep, meaningful piece. Gal displays her pipes in rich exuberant tones all the way. Flip has Ginnie with the ever-loving "How High The Moon" beating thru in mellow tempo. Spot chorus of scat lyrics add luster to the wax, to boom it all the more. For the jivesters.

### DISK O'THE WEEK

"At A Sidewalk Penny Arcade"  
(3:01)

"Bride And Groom Polka" (2:56)  
ART MOONEY ORCH.  
(MGM 10183)



ART MOONEY

● There's no stopping this lad! Coming thru with another potential coin-winner for music ops, Art Mooney sets up with a luscious hunk of wax that spells phono action of both sides. Top deck, "At A Sidewalk Penny Arcade" is a ditty that is sure-fire juke box material. The song itself is one that will draw raves. Mooney's rendition, teaming Bud Brees and Dolly Galli literally sparkles with loads of nostalgia. Vocal rendition by the pair is exceptional with the spotlight shining on the fem chirp. Flip is another zany Mooney-money-maker tagged "Bride and Groom Polka" with the Galli Sisters spilling the cute polka lyrics in top-notch fashion. Waxing is a first rate performance for the gals and should point all the more to their wonderful vocal work. Ops will wear more "Four Leaf Clover" with this dynamic duo. Hop on the bandwagon—pronto!

"Take Me In Your Arms" (2:59)  
"We Just Couldn't Say Goodbye" (3:03)  
JIMMY COOK  
(Modern 20-583)

● Wax that may grab off a load of coin is offered here by balladeer Jimmy Cook in fair voice. Labeled "Take Me In Your Arms" and "We Just Couldn't Say Goodbye," Jimmy gives with a ton of voice that satisfies on the top deck. Wax is an oldie and might be ripe for repeat play at this time. Flip is currently kicking up a storm in many a machine. This rendition should meet with fair approval on the part of Jimmy's rapidly growing clan. Wax deserves a spot in your machines.

"I Cried For You" (2:50)

"Frying Pan" (2:54)

KAY STARR  
(Coast 9001)

● Chirp Kay Starr to the mike for the fond refrain of this pair that beckon coin play. Tagged "I Cried For You" and "Frying Pan," Kay gives with plenty of voice that shines attractively. The gal can sing—no question about that. Adequate instrumental backing blends well with the thrush's tonsiling. Top deck is the standard while the flip is something tailor made for Kay's vocal styling. Nothing to shout about—but they make pleasant listening nevertheless.

FIGURES SHOWN FOLLOWING SONG  
TITLES, INDICATE PLAYING TIME  
OF RECORD.

"Trambulanka" (2:41)

"Long Island Polka" (2:50)

EDDIE GRONET ORCH.  
(Apollo 179)

● Pair of attractive polka sides spill here by the Eddie Gronet ork, with the metro of "Trambulanka" and "Long Island Polka" seeping thru. Top deck, with a spot vocal by maestro Eddie is favorable and should go well with the crowd that goes for this brand. Flip is offered in happy, carefree manner, with the ork displaying their capable talent fashionably throughout. Altho both sides won't kick up a storm, they are delightful pieces nevertheless. With the nation polka happy right now, we see no reason for this pair not drawing some buffalo.

"But None Like You" (3:04)

"The Last Thing I Want Is Your Pity"  
(2:57)

CHARLIE SPIVAK ORCH.  
(RCA-Victor 20-2777)

● Teeming trumpet tones of maestro Charlie Spivak and some wax that may prove to be a boon to music ops. Top deck grabs all the glory with Tommy Mercer and Irene Daye on deck to wail the hypo wordage of "But None Like You." Tommy grabs the romantic chorus, with chirp Daye bouncing back for a peppier spot. Background with Spivak flourishing flavors the disk all the way. Flip is a bit of a novelty ditty featuring Rusty Nichols in the limelight. Title gives off the wax story throughout. Wax is there for the asking—you take it from here.

"A Man Could Be A Wonderful Thing"  
(2:38)

"Tacos, Enchiladas And Beans" (2:33)

BUDDY RICH ORCH.  
(MGM 10174)

● Loads of kicks for the crowd that likes laughs with their music are offered here by the Buddy Rich crew with "A Man Could Be A Wonderful Thing" and "Tacos, Enchiladas And Beans" seeping thru. Both sides have kicked around a bit on the boxes and should be remembered by most music ops. Maestro Buddy in the vocal spotlight on the pair with loads of flavory expressions abounding throughout the waxing. Top deck is the better side and might be used as filler material. Flip is tainted with Mexican relish and shows as a pleasant piece. If you have the spots, the platter merits your using this bit of wax.

"Confess" (2:50)

"Love Somebody" (2:58)

DORIS DAY & BUDDY CLARK  
(Columbia 38174)

● In the offering for some new coin action in ops' machines are these two cute sides by Doris Day and Buddy Clark. Backing the ditties in fine, light bounce metro, maestro George Siravo leads the arrangement on its merry way. Topside, titled "Confess" spills with strains of cute lyrics, with both chirpers coming thru in melodious style. Ditty is a split duet, with Clark & Day each ringing out in sparkling individuality. The same listening pleasure flows with the flip, "Love Somebody." Opening bars spill the vocal trickery of Day, with Clark joining in to make for both dancing and listening treats. Wax stacks up as adequate phono material—both sides should draw plenty of play.



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to listen to*

# PERRY COMO

Star of The Chesterfield Supper Club

*introduce the entire score from*

**IRVING BERLIN'S**

# "EASTER PARADE"

National Broadcasting Company 7:00 P.M. EDT—9 P.M. PST  
**TUESDAY MAY 4th and THURSDAY MAY 6th**  
(Irving Berlin will be Perry's Special Guest Star)

M-G-M presents IRVING BERLIN'S "EASTER PARADE"  
starring JUDY GARIAND • FRED ASTAIRE • PETER  
LAWFORD • ANN MILLER • A Metro-Goldwyn-Mayer Picture

*Leo Feist publishes*

## BETTER LUCK NEXT TIME

*Recorded by*

PERRY COMO.....Victor  
GUY LOMBARDO.....Decca  
GEORGE PAXTON.....M-G-M  
DINAH SHORE.....Columbia  
JO STAFFORD.....Capitol

## A FELLA WITH AN UMBRELLA

*Recorded by*

BING CROSBY.....Decca  
DENNY DENNIS.....London  
SKITCH HENDERSON.....Capitol  
GUY LOMBARDO.....Decca  
FRANK SINATRA.....Columbia  
THE THREE SUNS.....Victor

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## Exclusive Records Name New Disk Distrib

NEW YORK—Leon Rene, president of Exclusive Records Co., Inc., announced the appointment of new distributors for the firm for the states of Rhode Island, Massachusetts and part of Connecticut, this past week.

Farr-Wood Distributors, East Providence, R. I., has been assigned the State of Rhode Island, Bristol County in Massachusetts and Windham and New London Counties in Connecticut. State Dist Co., Roxbury, Mass., will handle all of the state of Massachusetts with the exception of Bristol County.

Both of these distributors, Rene said, would be under the direct supervision of Exclusive's eastern division office in New York.

## Dana Records Tie-in With ABC Airshow

NEW YORK—Walt Dana, president of Dana Records, Inc., this city, disclosed his firm's tie-up with the heavily publicized air-show, ABC, "Stop The Music," this past week.

Dana disclosed that the plattery will cut, (a capella) the initial "mystery tune" of that radio show which caused widespread comment. The song, "Visions of Salome" with a 1908 copyright date had no recordings available until this date. Dana will utilize harmonica's and other instruments deemed permissible during the current recording ban.

The firm also disclosed that plans are in the making for their recording all "mystery tunes" played by the radio program. "Stop The Music" will air Dana's records also.

## Wash., D. C. Ops Tag "Nature Boy" Hit Record Of Week

WASHINGTON, D. C.—Music machine operators in this city selected the Nat "King" Cole recording of "Nature Boy" as their "Moondial Record of the Week."

The selection and program, made in cooperation with disk jockey Eddie Galaher, WTOP, CBS, will be the featured recording in the more than 4,000 juke boxes in the Washington, D. C., area this coming week.

### Juke Box "NATURALS"

LARRY VINCENT'S  
"THOSE WEDDING BELLS  
ARE BREAKING UP THAT  
OLD GANG OF MINE"

PEARL No. 20

"LITTLE GIRL"  
PEARL No. 22

"DOWN ON THE FARM"  
(Novelty Riot)  
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# THE CASH BOX

# Record Reviews

"Nature Boy" (2:50)  
"I'm Glad There Is You" (3:00)

SARAH VAUGHN  
(Musicraft 567)

● The great and celebrated "Nature Boy," booming as a featured item on ops' machines throughout the nation is offered here by the grand Sarah Vaughn. Altho the disk, backed by a choral group is one to be widely appreciated by Vaughn's many fans, it does not match up to the caliber of the King Cole version. Sarah's vocal effort is to be marveled at—it is that fine. All the platter lacks is the nostalgic blending an orchestral unit could favor the wax with. Flip has the chirp, with choir again, spooning the oldie "I'm Glad There Is You." Waxing is favorable—with Vaughn in the spotlight once more. Top deck will draw buffalo, by virtue of the song itself.

"There's A Man At The Door" (3:08)  
"I Wanna Sleep" (3:03)

TONY PASTOR ORCH.  
(Columbia 38178)

● Denting a heavy niche as a phono favorite, Tony Pastor and his crew adequately show why they are, with this pair bound to prove coin winners. Top side for the novelty refrain of "There's A Man At The Door," with Tony and the Clooney Sisters giving with a ton of cute wordage. Band vocal here flavors the deck immensely, as the wax tells the story wrapped around the title. Flip has Tony on a slow tender piece that is both charming and melodic throughout. Stuff makes you wanna grab a repeat earful. Ops are bound to go haywire once they get next to this—don't miss it.

"Take Me In Your Arms" (3:03)  
"I Used To Love But It's All Over" (3:04)

FREDDY MILLER ORCH.  
(Famous 606)

● Pair of light melodic sides fashioned by some pleasant vocalizing and the rhythm of "Take Me In Your Arms" and "I Used To Love" sweep down here, with maestro Freddy Miller in the driver's seat. Top deck, with balladeer Pat Terry to offer the vocal chorus shows as effective material for the phonos. Strong vocal spot is pleasant as it stands. Flip is another oldie that might latch on. Vocal spotlight on chirp Janet Parker beams brightly throughout the waxing. Both sides should make excellent filler material.

"Just Because" (2:59)  
"Encore Cherie" (3:04)

EDDY HOWARD ORCH.  
(Majestic 1231)

● Another bonanza for maestro Eddy Howard with this rendition of "Just Because." Currently kicking up a storm, Eddy's rendition shows as one that should grab off a slew of coin. Rhythmic beat coupled with the bright vocal spot on the Howard Trio shines emphatically, with the snappy wordage bound to meet with wide approval. Flip is a soft, dulcet piece with the maestro spooning the magic wordage. Wax is made for the romance crowd and should draw raves from the many Howard fans. It's a prize winner for music ops and more hit material for the Eddy Howard crew. Don't miss this hunk of wax!

"It's Got To Be" (3:00)  
"You're My Everything" (3:01)

BOB CROSBY  
(Bullet 1020)

● Long missing from the phonos as a name attraction, Bob Crosby offers a

## SLEEPER OF THE WEEK

"Raisins & Almonds" (2:56)  
"You Can't Be True Dear" (2:59)

ZIGGY LANE  
(DeLuxe 1171)



ZIGGY LANE

● The pipes on this kid make you stop and marvel—and then come back to applaud loud and long for more! It's Ziggy Lane, bowing into the disk spotlight via this cookie, bound to cause a considerable amount of excitement in the music biz. Wailing the strong, sentimental wordage to "Raisins and Almonds" in powerful tones of rapturous simplicity, Ziggy gives off with a ton of beautiful expression on this plaintive ballad. Vocal rendition here has loads of meaning and depth, with Ziggy's pipes adding immeasurably to the platter's winning potential. Novel quirk to marvel at is that a vocal choir, substituting for orchestral backing, flavors the piper's performance all the more. Wordage of the ditty is rich and warm in content and has that quality of making one want to listen time and again. Flip is the current coin winner "You Can't Be True, Dear," with Lane turning in another first rate performance. Both sides beckon coin play galore and are items which ops are sure to reap harvest with. Latch on!

pair here that should boom him over the top once again. Topside, tagged "It's Got To Be," is the one they'll yell for. Add a touch of romance to the title, chuck in Bob's top-notch vocal talents, and you've got the wax message here. Flip shows Bob in favorable light also with pleasant rhythms and fashioned melody reeking throughout the platter. "It's Got To Be"—has got to be!

"He Sends Me" (2:49)  
"Come And Get It Honey" (2:48)

NELLIE LUTCHER  
(Capitol 15064)

● Sparkling and delightful music via Nellie Lutchter and a pair sure to make the race stops jump. It's the topside we go for, with Nellie thumping and howling to the metro of "He Sends Me." That's what the disk will do—send every phono fan right to the juke box for an earful of this mellow piece. Flipped we find Nellie in her glory again with "Come And Get It Honey," more meat for ops with race spots. It's Nellie's piano and pipes that grab all the glory on the wax. Run out and grab it.

FIGURES SHOWN FOLLOWING SONG TITLES, INDICATE PLAYING TIME OF RECORD.

"Please Don't Kiss Me" (3:05)  
"April Showers" (3:02)

MARGARET WHITING  
(Capitol 15058)

● Light delightful patter by thrush Margaret Whiting and a pair sure to draw raves from her many fans. Top deck is the sweet, romantic refrain, with Margaret pitching pipes to come out in exceptional voice all the way. Backed by the Frank DeVol ork, the deck takes on a much more attractive air and more possibilities at that. On the flip with the oldie, "April Showers," theme music from the flicker of the same name, Marg displays her vocal talents in top notch fashion once again. Both sides should meet with fair approval on the part of all phono fans.

"Blue Shadows On The Trail" (3:02)  
"Love Of My Life" (3:06)

ANDY RUSSELL  
(Capitol 15063)

● Pair of flicker tunes by heavy-voiced Andy Russell and nostalgic notes of melodic music sweep down, with "Blue Shadows On The Trail" and "Love Of My Life" offering the incentive here. Top deck, sure to get a send-off via the Disney film "Melody Time" has Andy spooning this pleasant pseudo-cowboy ditty in light throbbing tones that are catchy. Flip is from the MGM pic "The Pirate," more movie noise bound to create a storm once it breaks. Andy's rendition here makes for more pleasant listening. The crowd that goes for light-intimate material are sure to approve of this pair.

"Crying For Joy" (2:52)  
"Time And Again" (2:34)

RUSS CASE ORCH.  
(RCA-Victor 20-2778)

● Pair of sides full of pleasant melody come with "Crying For Joy" and "Time And Again," offered here by the Russ Case ork. Chirp Peggy Mann delights you with some nice soft purring on the top side, with adequate backing by maestro Case. Song weaves in light bounce tempo with a dab of fine clari soloing. Flip has balladeer Billy Williams in melodic treat tid-bits to "Time And Again." Stuff fills the ether with hushed up rhumba bits coated with some mighty fine vocalizing on the part of Billy. Topside should prove itself a coin culler. Lend an ear in this direction and then whirl it.

"Go Red Go" (2:31)  
"Dutch Kitchen Bounce" (2:58)

ARNETT COBB ORCH.  
(Apollo 778)

● Arnett Cobb and his crew hit the top with some frantic jump tunes in the offering of "Go Red Go" and "Dutch Kitchen Bounce." Dressed up for the jazzophile set, this platter is sure to make your boxes jump for joy. Topside shows Arnett in the limelight with his terrific tenor sax going strong throughout. Band vocal fills in with the title of the ditty being shouted to the rooftops. Flip is a repeat of the top side, with the Cobb crew displaying more top notch instrumental work. The maestro in the spotlight on both sides. Ops with race spots that love to jump would do well by this pair.



# Announcing —

*The Exceptional Score of the New Warner Bros. Picture*

## "ROMANCE ON THE HIGH SEAS"

*(A Michael Curtiz Production)*

Words by SAMMY CAHN

Music by JULE STYNE

### "IT'S YOU OR NO ONE"

Published by REMICK MUSIC CORP.

Recorded By

DICK HAYMES—Decca  
TONY MARTIN—Victor

MARGARET WHITING—Capitol  
VIC DAMONE—Mercury

SARAH VAUGHAN—Musicraft

### "IT'S MAGIC"

Published by M. WITMARK & SONS

Recorded By

DICK HAYMES—Decca  
TONY MARTIN—Victor  
DORIS DAY—Columbia

GORDON MacRAE—Capitol  
BUDDY KAYE TRIO—MGM

VIC DAMONE—Mercury  
SARAH VAUGHAN—Musicraft

### "PUT 'EM IN A BOX"

*(Tie 'Em With A Ribbon And Throw 'Em In The Deep Blue Sea)*

Published by REMICK MUSIC CORP.

Recorded By

HOAGY CARMICHAEL—Decca  
PAGE CAVANAUGH TRIO—Victor  
RAY McKINLEY ORCH.—Victor

DORIS DAY—Columbia  
KING COLE TRIO—Capitol  
HAL McINTYRE—MGM

EDDY HOWARD—Majestic  
FRANKIE LAINE—Mercury  
BOB GRECO—Musicraft

### "I'M IN LOVE"

Published by HARMS, INC.

Recorded By

ANDREWS SISTERS—Decca

### "RUN, RUN, RUN"

Published by M. WITMARK & SON

Recorded By

ANDREWS SISTERS—Decca

### "THE TOURIST TRADE"

Published by REMICK MUSIC CORP.

Recorded By

JACK SMITH—Capitol

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JUKE BOX

REGIONAL RECORD REPORT

The Ten Top Records-City by City

MAY 1, 1948

New York

1. NATURE BOY (King Cole)
2. BECAUSE (Perry Como)
3. LAROO LAROO LILLI BOLERO (Perry Como)
4. TOOLIE OOLIE DOOLIE (Vaughn Horton)
5. NOW IS THE HOUR (Bing Crosby)
6. ST. LOUIS BLUES MARCH (Tex Beneke)
7. BABY FACE (Art Mooney)
8. SHINE (Frankie Laine)
9. SABRE DANCE (Woody Herman)
10. BUT BEAUTIFUL (Margaret Whiting)

Chicago

1. SABRE DANCE (Woody Herman)
2. TOOLIE OOLIE DOOLIE (Vaughn Horton)
3. NOW IS THE HOUR (Bing Crosby)
4. TERESA (Vic Damone)
5. LAROO LAROO LILLI BOLERO (Peggy Lee)
6. BABY FACE (Art Mooney)
7. YOU CAN'T BE TRUE DEAR (Ken Griffin)
8. LITTLE WHITE LIES (Dick Haymes)
9. MANANA (Peggy Lee)
10. NATURE BOY (King Cole)

Los Angeles

1. NATURE BOY (King Cole)
2. ST. LOUIS BLUES MARCH (Tex Beneke)
3. FOR EVERY MAN THERE'S WOMAN (Tony Martin)
4. LITTLE WHITE LIES (Dick Haymes)
5. SABRE DANCE (Macklin Marrow)
6. NOW IS THE HOUR (Bing Crosby)
7. FINE BROWN FRAME (Nellie Luther)
8. YOU CAN'T BE TRUE, DEAR (Ken Griffin)
9. LAROO LAROO LILLIE BOLERO (Perry Como)
10. HAUNTED HEART (Jo Stafford)

Syracuse, N. Y.

1. MANANA (Peggy Lee)
2. HEARTBREAKER (Ferko String Band)
3. BABY FACE (Art Mooney)
4. TOOLIE OOLIE DOOLIE (Vaughn Horton)
5. NOW IS THE HOUR (Gracie Fields)
6. DICKY BIRD SONG (Freddy Martin)
7. SABRE DANCE BOOGIE (Freddy Martin)
8. BECAUSE (Perry Como)
9. SHINE (Frankie Laine)
10. LITTLE WHITE LIES (Dick Haymes)

Manila, P. I.

1. BALLERINA (Vaughn Monroe)
2. WALTER WINCHELL RHUMBA (Xavier Cugat)
3. CIVILIZATION (Louis Prima)
4. COME TO THE MARDI GRAS (Freddy Martin)
5. MADE FOR EACH OTHER (Ethel Smith)
6. SERENADE OF THE BELLS (Sammy Kaye)
7. FOUR LEAF CLOVER (Art Mooney)
8. NOW IS THE HOUR (Gracie Fields)
9. BEG YOUR PARDON (Francis Craig)
10. MANANA (Peggy Lee)

Cleveland, O.

1. YOU CAN'T BE TRUE DEAR (Ken Griffin)
2. MANANA (Peggy Lee)
3. LITTLE WHITE LIES (Dick Haymes)
4. TOOLIE OOLIE DOOLIE (Vaughn Horton)
5. SABRE DANCE (Macklin Marrow)
6. BECAUSE (Perry Como)
7. NOW IS THE HOUR (Gracie Fields)
8. JUST BECAUSE (Frank Yankovic)
9. NATURE BOY (King Cole)
10. MADE FOR EACH OTHER (Ethel Smith)

St. Louis, Mo.

1. MY HAPPINESS (Jon & Sondra Steele)
2. THAT AIN'T RIGHT (Frankie Laine)
3. FINE BROWN FRAME (Nellie Luther)
4. ST. LOUIS BLUES MARCH (Tex Beneke)
5. I CRIED FOR YOU (Ben Light)
6. SABRE DANCE (Woody Herman)
7. NOW IS THE HOUR (Gracie Fields)
8. ALL MY LOVE BELONGS TO YOU (Bull Moose Jackson)
9. BABY FACE (Art Mooney)
10. BEG YOUR PARDON (Francis Craig)

Washington, D. C.

1. NOW IS THE HOUR (Gracie Fields)
2. MANANA (Peggy Lee)
3. FOUR LEAF CLOVER (Art Mooney)
4. BEG YOUR PARDON (Francis Craig)
5. SABRE DANCE (Woody Herman)
6. BUT BEAUTIFUL (Bing Crosby)
7. BECAUSE (Perry Como)
8. BABY FACE (Art Mooney)
9. TOOLIE OOLIE DOOLIE (Vaughn Horton)
10. HAUNTED HEART (Bing Crosby)

Shoals, Ind.

1. NOW IS THE HOUR (Margaret Whiting)
2. MANANA (Peggy Lee)
3. FOUR LEAF CLOVER (Art Mooney)
4. BEG YOUR PARDON (Francis Craig)
5. SABRE DANCE BOOGIE (Freddy Martin)
6. YOU CAN'T BE TRUE DEAR (Ken Griffin)
7. BUT BEAUTIFUL (Bing Crosby)
8. ST. LOUIS BLUES MARCH (Tex Beneke)
9. HAUNTED HEART (Perry Como)
10. THE DICKEY BIRD SONG (Freddy Martin)

Boston, Mass.

1. MATINEE (Vaughn Monroe)
2. BEG YOUR PARDON (Francis Craig)
3. TOOLIE OOLIE DOOLIE (Vaughn Horton)
4. BABY FACE (Art Mooney)
5. HEARTBREAKER (Ferko String Band)
6. NOW IS THE HOUR (Gracie Fields)
7. IF I LIVE TO BE A HUNDRED (Bob Hannon)
8. MY HAPPINESS (Jon & Sondra Steele)
9. THE JUKE BOX SONG (Vic Valenti)
10. SERENADE OF THE BELLS (Sammy Kaye)

Tabor City, N. C.

1. MANANA (Peggy Lee)
2. NOW IS THE HOUR (Bing Crosby)
3. FOUR LEAF CLOVER (Art Mooney)
4. BUT BEAUTIFUL (Frank Sinatra)
5. SHINE (Frankie Laine)
6. SABRE DANCE (Woody Herman)
7. BEG YOUR PARDON (Dinning Sisters)
8. SLAP 'ER DOWN AGIN PAW (Arthur Godfrey)
9. MY GAL IS MINE ONCE MORE (Tommy Dorsey)
10. I'LL DANCE AT YOUR WEDDING (Peggy Lee)

New Haven, Conn.

1. NATURE BOY (King Cole)
2. BABY FACE (Art Mooney)
3. YOU CAN'T BE TRUE, DEAR (Ken Griffin)
4. TOOLIE OOLIE DOOLIE (Vaughn Horton)
5. MY HAPPINESS (Jon & Sondra Steele)
6. MORE THAN EVER BEFORE (Don Reid)
7. LITTLE WHITE LIES (Dick Haymes)
8. JUST BECAUSE (Frank Yankovic)
9. BEG YOUR PARDON (Francis Craig)
10. HAUNTED HEART (Perry Como)

Hereford, Texas

1. ST. LOUIS BLUES MARCH (Tex Beneke)
2. SERENADE OF THE BELLS (Sammy Kaye)
3. NOW IS THE HOUR (Margaret Whiting)
4. FOUR LEAF CLOVER (Art Mooney)
5. MANANA (Peggy Lee)
6. BEG YOUR PARDON (Larry Green)
7. WHAT A FOOL I WAS (Eddy Arnold)
8. SEAMAN'S BLUES (Ernest Tubbs)
9. BUT BEAUTIFUL (Frank Sinatra)
10. SABRE DANCE (Macklin Marrow)

Deadwood, S. D.

1. NOW IS THE HOUR (Margaret Whiting)
2. MANANA (Peggy Lee)
3. BECAUSE (Perry Como)
4. FOUR LEAF CLOVER (Three Suns)
5. BEG YOUR PARDON (Francis Craig)
6. ST. LOUIS BLUES MARCH (Tex Beneke)
7. BUT BEAUTIFUL (Margaret Whiting)
8. HAUNTED HEART (Jo Stafford)
9. SABRE DANCE BOOGIE (Freddy Martin)
10. WORRY, WORRY, WORRY (Kay Kyser)

Elizabeth, N. J.

1. YOU CAN'T BE TRUE, DEAR (Ken Griffin)
2. NOW IS THE HOUR (Bing Crosby)
3. SABRE DANCE (Don Henry)
4. BECAUSE (Perry Como)
5. LITTLE WHITE LIES (Dick Haymes)
6. TOOLIE OOLIE DOOLIE (Vaughn Horton)
7. MATINEE (Vaughn Monroe)
8. FLORENCE (Louis Prima)
9. BEG YOUR PARDON (Francis Craig)
10. MANANA (Peggy Lee)

Brodhead, Wisc.

1. YOU CAN'T BE TRUE, DEAR (Ken Griffin)
2. BYE, BYE BLACKBIRD (Russ Morgan)
3. BABY FACE (Art Mooney)
4. THOUGHTLESS (The Ink Spots)
5. SABRE DANCE (Woody Herman)
6. MANANA (Peggy Lee)
7. HAUNTED HEART (Perry Como)
8. NOW IS THE HOUR (Bing Crosby)
9. MATINEE (Vaughn Monroe)
10. FLORENCE (Louis Prima)

Detroit, Mich.

1. NATURE BOY (King Cole)
2. BABY FACE (Art Mooney)
3. MANANA (Peggy Lee)
4. NOW IS THE HOUR (Bing Crosby)
5. BUT BEAUTIFUL (Margaret Whiting)
6. TOOLIE OOLIE DOOLIE (Vaughn Horton)
7. BEG YOUR PARDON (Francis Craig)
8. FOUR LEAF CLOVER (Art Mooney)
9. MATINEE (Vaughn Monroe)
10. BECAUSE (Perry Como)

Miami, Fla.

1. BABY FACE (Art Mooney)
2. NATURE BOY (King Cole)
3. TOOLIE OOLIE DOOLIE (Vaughn Horton)
4. BEG YOUR PARDON (Francis Craig)
5. MATINEE (Vaughn Monroe)
6. NOW IS THE HOUR (Bing Crosby)
7. BUT BEAUTIFUL (Margaret Whiting)
8. BECAUSE (Perry Como)
9. HAUNTED HEART (Perry Como)
10. FLORENCE (Louis Prima)



## Manor Records Claim Hit In Churchill Disking

NEW YORK—Irving Berman, Manor Records prexy this past week reported that his plattery had another click disking on their hands in Savannah Churchill's latest recording "Time Out For Tears." Philadelphia distrib David Rosen & Co., has already ordered 50,000 with a like amount back ordered.

Manor clicked in 1947 with "I Want To Be Loved" by Savannah Churchill for which she was awarded *The Cash Box* "Oscar" for the Best Race Record of 1947.

## OPS REPORT FOLK AND WESTERN DISKS DRAW BIG PLAY IN POP LOCATIONS

### Music Ops Use More Oat Disks In Untried New Spots; Find Steady and Increased Play and Less Overhead

NEW YORK—A recent survey conducted by *The Cash Box* among music operators throughout the nation disclosed that music merchants have found a new and steady market in the music field

through the utilization of folk and western records.

Operators who at one time filled a juke box with popular tunes alone were at a loss in seeking some means of adding to the phonograph "take." In attempting to boost this lag in play operators started using a great many click folks and western recordings in place of those few numbers in the box which did not receive fair play.

The results were almost immediate. Music ops found their weekly receipts increased on phonographs by as much as \$2.00 per machine.

One well noted music operator in the East reported, "I'm going to buy a steady amount of folk and western records for my route from now on. Not only have I found that using these records increases my take, but at the same time it also decreases my operational overhead."

"Folk tunes generally hang around in the box longer than a pop tune does," he continued. "I'll grant that I don't get as many requests since my phonograph customers lean toward popular recordings more, but I do receive quite a number of them."

"I'd been leery of using folk and western records in my operation, since I had originally believed that my territory would not go for this brand of music. How wrong I was."

This operator's report coincided with a great many other reports from music operators in the East, generally considered by many to be a "hard" region in which music of this sort could go over. The recent demand for folk and western music is attributed to many factors, foremost of which is the highly successful invasion by folk and western artists into the Eastern area. Many nite-spots, dance halls and arenas are now staging weekly barn dances. Upstate New York is a typical example of an area in which folk and western artists have successfully won wide approval. Many colleges and universities have also swung over to "hill and cow music."

Operators also reported that the use of folk and western disks in their phonographs has represented to them a steady and dependable source of revenue.

Not only are operators in the East using more "oatunes." Music ops throughout the entire nation readily agree that they have found a new market with this type of music. Folk and western artists contacted were elated when they learned of the increase in sales and promotional medium through juke box operators. They too concurred that the automatic phonograph would mean an additional source through which they might promote themselves for personal appearances and would also represent larger record sales.



**Specialty records**  
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**CAMILLE HOWARD** AND HER TRIO

*A New Star on Her First Release!*

**"YOU DON'T LOVE ME"**

backed by

**"X-TEMPERANEUS BOOGIE"**

SP 307



**BEST BET**



**DANA**

**"MY HAPPINESS"**  
and  
**"EVER HOMEWARD"**

Dana 2017

**DANA RECORDS**

**286 FIFTH AVE. NEW YORK.**

**BEST BET for the BOXES**

**"TELL ME A STORY"**

recorded by

**SAMMY KAYE**

and his Orchestra on  
**RCA Victor 20-2761**

Published by

**LAUREL MUSIC CO.**  
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**The RAVENS**

*The Quartet You'll Rave About*

**Exclusive NATIONAL Recording Artists**

UNIVERSAL ATTRACTIONS  
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**DOUBLE-DECKER SMASH**

**"FOR YOU"**  
**"SEARCHING FOR LOVE"**

National 9039

➡ **DEMAND** the **ORIGINAL** Jon and Sondra Steele's ➡

**"MY HAPPINESS"**

on **DAMON RECORDS ONLY**—No. D-11133

**Nearing Quarter Million Mark!!!**

**NO SUBSTITUTE IS COMPARABLE!!!**

**A TERRIFIC SMASH RECORD! ORDER NOW!**

**DAMON RECORDING STUDIOS, INC.**

**1221 BALTIMORE AVENUE** **KANSAS CITY, MO.**

Please mention *THE CASH BOX* when answering ads—it proves you're a real coin machine man!





THE TOP TEN TUNES NETTING HEAVIEST PLAY COMPILED FROM REPORTS SUBMITTED WEEKLY TO THE CASH BOX BY LEADING MUSIC OPERATORS IN THE ABOVE LISTED CITIES.

**1** NATURE BOY  
King Cole  
(Capitol 15054)

**2** KING SIZE PAPA  
Julia Lee  
(Capitol 40082)

**3** 35-30  
Paul Williams  
(Savoy 661)

**4** GOOD ROCKING TONIGHT  
Wynonie Harris  
(King 4210)

**5** INFLATION BLUES  
Louis Jordan  
(Decca 24381)

**6** THAT'S WHAT I LIKE  
Julia Lee  
(Capitol 15060)

**7** ALL MY LOVE BELONGS TO YOU  
Bull Moose Jackson  
(King 4189)

**8** TOMORROW NIGHT  
Lonnie Johnson  
(King 4201)

**9** TIME OUT FOR TEARS  
Savannah Churchill  
(Manor)

**10** BUBBLES  
Bill Moore  
(Savoy 662)

**1** NATURE BOY  
King Cole  
(Capitol 15054)

**2** INFLATION BLUES  
Louis Jordan  
(Decca 24381)

**3** YOU DON'T LOVE ME  
Camille Howard  
(Specialty 307)

**4** REET PETITE & GONE  
Louis Jordan  
(Decca 35481)

**5** ALL MY LOVE BELONGS TO YOU  
Bull Moose Jackson  
(King 4189)

**6** RECESS IN HEAVEN  
Dan Grissom  
(Jewel 2004)

**7** FINE BROWN FRAME  
Nellie Lutcher  
(Capitol 15032)

**8** TOMORROW NIGHT  
Lonnie Johnson  
(King 4201)

**9** TEAR DROP BLUES  
Jimmy Liggins  
(Specialty 521)

**10** MILKY WHITE WAY  
Trumpeteers  
(Score 5001)

**1** REET PETITE & GONE  
Louis Jordan  
(Decca 35481)

**2** ALL MY LOVE BELONGS TO YOU  
Bull Moose Jackson  
(King 4189)

**3** THAT'S WHAT I LIKE  
Julia Lee  
(Capitol 15060)

**4** NATURE BOY  
King Cole  
(Capitol 15054)

**5** FINE BROWN FRAME  
Nellie Lutcher  
(Capitol 15032)

**6** GOOD ROCKING TONIGHT  
Wynonie Harris  
(King 4210)

**7** I'M SO GLAD  
Lonnie Johnson  
(King)

**8** KING SIZE PAPA  
Julia Lee  
(Capitol 40082)

**9** TOMORROW NIGHT  
Lonnie Johnson  
(King 4201)

**10** I LOVE YOU YES I DO  
Bull Moose Jackson  
(King 4181)

**1** FINE BROWN FRAME  
Nellie Lutcher  
(Capitol 15032)

**2** HEY LITTLE GIRL  
Paul Gayten  
(DeLuxe 1138)

**3** IF I SHOULD LOSE YOU  
Emile Jones  
(Staff 606)

**4** THERE'S NO YOU  
The Ravens  
(National 9042)

**5** BUBBLES  
Bill Moore  
(Savoy 662)

**6** THE MOJO  
Sax Mallard  
(Aristocrat 2001)

**7** LONG GONE  
Sonny Thompson  
(Miracle)

**8** NATURE BOY  
King Cole  
(Capitol 15054)

**9** YOU DON'T LOVE ME  
Camille Howard  
(Specialty 307)

**10** 35-30  
Paul Williams  
(Savoy 661)



# Stock-Up ON THESE CURRENT KING RECORDS Releases!

<input checked="" type="checkbox"/>	KING 4210	GOOD ROCKIN' TONIGHT Good Morning Mister Blues	Wynonie Harris	<input type="checkbox"/>
<input checked="" type="checkbox"/>	KING 4201	TOMORROW NIGHT What A Woman	Lonnie Johnson	<input type="checkbox"/>
<input checked="" type="checkbox"/>	KING 4189	ALL MY LOVE BELONGS TO YOU I Want A Bowlegged Woman	Bull Moose Jackson	<input type="checkbox"/>
<input checked="" type="checkbox"/>	KING 673	SWEETER THAN THE FLOWERS Left My Heart In Texas	Moon Mullican	<input type="checkbox"/>
<input checked="" type="checkbox"/>	KING 696	TENNESSEE WALTZ How Much Do I Owe You	Cowboy Copas	<input type="checkbox"/>
<input checked="" type="checkbox"/>	KING 686	SECRETS OF MY HEART Never Say Goodbye	Hawkshaw Hawkins	<input type="checkbox"/>

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OKLAHOMA CITY 1317 N. Broadway	Phone 3-9913
WASHINGTON, D. C. 2600 Twelfth Street, N. E.	North 5166
ST. LOUIS, MO. 1620 Franklin	Chestnut 0088

## "Folk" and "Western" RECORD REVIEWS

### BULLSEYE of the WEEK

"Texarkana Baby"  
"New Texas Playboy Rag"

BOB WILLS  
(Columbia 38179)

● Grabbing this featured spot this week, Bob Wills and His Texas Playboys set with a pair bound to hypo ops phono play. Labeled "Texarkana Baby," Bob showers Tommy Duncan to the fore in the vocal spotlight. Wordage tells of the incomparable charms of that gal. Nice swingy tempo spills throughout, with the music suitable for the dance and listener crowd also. Flip is a lively western affair that should catch on for a ton of coinage. Top notch solo spots highlight the wax throughout to boom it all the more. Both sides are sure-fire coin cullers in the phonos—don't miss this bet!

"Hold Your Hat"  
"The Midnight Express"

CARSON ROBISON  
(MGM 10173)

● Pair of sides that beckon coin are these offered here by the able Carson Robison and his Pleasant Valley Boys. Labeled "Hold Your Hat" and "The Midnight Express," Carson gives off with a ton of favorable wordage that spikes both sides all the way. Top side is a lively piece loaded with rhythm throughout, while the flip is a mournful ballad of lost love. Wax weaves around a choo choo story and is adequate as it stands. Carson's exceptional fine following should account for loads of calls for this pair.

"Our Baby's Book"  
"Blue Eyed Elaine"

ERNEST TUBB  
(Decca 46093)

● Top notch tonsiling of Ernest Tubb and a pair that should come in for some heavy play. Top deck gets the glory with Ernest wailing the sincere wordage to "Our Baby's Book." Wax is in the sentimental vein and should go over like wild fire. Flip is a bit more cheerful, with Ernest wailing the tale of his gal Elaine. Adequate instrumental backing on both sides add flavor to Tubb's vocal spot and spike the disk. "Our Baby's Book" will draw buffalo.

"Lonesome Train"  
"Piney Woods"

THE MASSEY BROS.  
(Coast 273)

● Pair of pleasurable square dance sides spill here by the Massey Bros. and show as items ops may latch on to for phono material. Both sides are offered in pleasant styling, with the instrumental work favorable throughout. Top side is a folk classic and should meet with fair approval. Aim the wax at those spots that cater to the dance crowd, and ops should find phono play boosted.



**THE CASH BOX REPORTS**

**THE NATION'S**



**HILLBILLY  
FOLK & WESTERN  
JUKE BOX TUNES**

- 1** **DECK OF CARDS**  
"T" Texas Tyler  
(4-Star 1228)
- 2** **ANYTIME**  
Eddy Arnold  
(Victor 20-2700)
- 3** **SIGNED, SEALED AND  
DELIVERED**  
Cowboy Copas  
(King 658)
- 4** **WALTZ OF THE  
WIND**  
Roy Acuff
- 5** **BUBBLES IN MY BEER**  
Bob Wills  
(MGM 10116)

ADDITIONAL TUNES LISTED BELOW  
IN ORDER OF POPULARITY

**SLAP 'ER DOWN  
AGIN, PAW**  
Esmerelda  
(Musicraft 524)

**PEEPIN' THRU THE  
KEYHOLE**  
Johnny Tyler  
(Victor 20-2620)

**TENNESSEE WALTZ**  
Jimmie & Leon Short  
(Decca 46122)

**I'LL HOLD YOU IN  
MY HEART**  
Eddy Arnold  
(Victor 20-2332)

**WAITING FOR THE  
TRAIN**  
Ernest Tubb  
(Decca 46119)

★ **WARNING...** ★  
To Operators

**DON'T MISS THIS HIT!**

★ **"TEXARKANA  
BABY"** ★

**JUST RELEASED BY...**

**Eddy Arnold** ★  
RCA VICTOR #20-2806

★ **Bob Wills** ★  
COLUMBIA #38179

★ **Eddie Hazelwood** ★  
DECCA #46129



**WE HAVE IT!**

**THE ORIGINAL!**

**T. TEXAS  
TYLER'S**

*Amazing Recording*

**"DECK OF CARDS"**

**FOUR STAR #1228**

Other Records Available by T. Texas Tyler  
(THE MAN WITH A MILLION FRIENDS)

- # 1008 Remember Me—Oklahoma Hills (Tex's Famous Theme Song)
- |   |                                    |
|---|------------------------------------|
| #1167 Follow Through                        | #1166 Old Fashioned Love           |
| #1149 You Doggone Son of a Gun              | #1152 Red Light                    |
| #1151 Fairweather Baby                      | #1141 In My Little Red Book        |
| #1140 Tell Your Lies to the Man in the Moon | #1115 I've Heard That Story Before |
| #1114 Guitar Boogie Woogie                  | #1063 It's Been So Long, Darlin'   |
| #1062 You Nearly Lose Your Mind             | #1052 Gals Don't Mean a Thing      |
| #1051 I Hung My Head and Cried              | #1022 Beautiful Morning Glory      |
| #1021 Home in San Antone                    | #1009 Filipino Baby                |

**4 STAR Records**

For the Best in Folk Music

210 NORTH LARCHMONT AVE.

HOLLYWOOD 4, CALIF.



## All Time Standard NICKEL NABBERS

by  
AMERICA'S OUTSTANDING  
WHISTLING VIRTUOSO

## FRED LOWERY and Lovely DOROTHY RAE

THE GIRL WITH A SMILE  
IN HER VOICE

"LA GOLONDRINA"  
"LA PALOMA"  
Columbia No. 37861  
(C-148)

on COLUMBIA RECORDS

★ ★  
DON'T MISS  
THIS MUST!  
FRANKIE LAINE'S  
"THAT AIN'T  
RIGHT"

MERCURY #5114

★ ★

## Apollo Adds Two Distributors Close Detroit Branch

NEW YORK—Hy Siegel, president of Apollo Records, announced this week the appointment of two distributors to take over the Apollo line in the states of Illinois and Michigan.

S. E. Schulman Distributing Company of Chicago, under the management of R. R. Schoenberg and S. E. Schulman, will handle Apollo throughout the entire state of Illinois and part of Indiana. Pan American Dist. Co., headed by Bernard Bessman and John Kaplan in Detroit, will cover the major territory of Michigan, excluding the northernmost portion which continues under the control of the M & M Co. of Green Bay, Wisc. Apollo has closed its Detroit branch in favor of independent distribution.

All Apollo record distributors and branch offices throughout the nation are currently launching a concentrated drive to promote the new Bob Hannon dinking, "If I Live To Be A Hundred." The record topped juke box sales of the company in a surprise rise since its release recently.

Apollo also revealed that the new Arnett Cobb recording, "Dutch Kitchen Bounce" shows early signs of becoming one of the best selling platters the well noted orkster has put out.

CHERIO MUSIC says . . .

### Up Your Take With "ROSALINDA"

Recorded By

DICK THOMAS.....Decca 46114  
RED BENSON .....Rainbow 10033  
AL STUART .....Embassy 1005-P  
RYTVOC recommends . . .

### "I'M A LONELY LITTLE PETUNIA"

Recorded By

DICK 'Two-Ton' BAKER Mercury 5083  
Mercury 5083  
LAWRENCE WELK .....Decca 24197  
TOMMY TUCKER .....Columbia  
HARMONAIRES .....Embassy 1001  
THE HAPPY GANG

Vic (Can.) 56-0022

Coming Up

### "GIN RUMMY POLKA"

Recorded by AL STUART Emb. 1004  
1585 BROADWAY, NEW YORK, N. Y.

## Rollin' Round RANDOLPH

CHICAGO—Congrats to Sam DeCara, press agent for the Harmonicats. . . . Sam's getting married to sweet Mary Mirabella . . . how's this guy rate such a gorgeous gal? Tell us, Sam, tell us. . . . By the way, the Harmonicats are throwing a party for the new DeCara duo at the Sherman Hotel on June 6 . . . cute, hey, this June wedding biz? . . . Jack Owens who opened at the State-Lake released his new Tower disk to correspond with opening day . . . it's "Hukilou" . . . and Jack's bankin' on it to go over in a big way, we hear. . . . Billy Rose, mighty mite of showbiz, composed a tune "Holiday For The Harmonicats" on which the harmonica playin' boys are goin' all out. . . . All Randolph Street talkin' about Stan Kenton's "progressive jazz" concert at the Opera House . . . gotta give this guy grand credit . . . he dood it. . . . Reports about the street that State & Lake will drop vaude as of June 17.

Seems that Chuck and Evelyn Aron (Aristocrat disks) have gone all race . . . report release of "Tonky Boogie" with Forrest Sykes at the piano . . . and "Jam For Sam" with Sax Slumber on that instrument. . . . No doubt all pluggers will be at the Aragon on the 25th when Russ Morgan and Eddy Howard share the bandstand. . . . Russ also scheduled for a one-niter at the Trianon on the 24th. . . . Tony Martin opened at the Oriental this past week with the kids absolutely jammin' the joint to greet him . . . looks like Tony's following grows greater every week . . . and with the success being enjoyed by some of his latest disks. . . . Tony looks like he's gonna be 'way up there fightin' for first place honors. . . . Burl Ives will definitely always pull a crowd . . . he opens for a four week stay at the Mayfair Room of the Blackstone and gives out with folk tunes.

Say, did you ever know . . . that when Chuck Aron of Aristocrat wakes up of a morning . . . he's staring at great big, hand painted roses in his bedroom? And painted by his B.W. . . . I like to drop in at the Blackhawk . . . wonderful how that Art Kassel pulls 'em back again and again . . . just to hear his music . . . that's somethin'. . . . Jerry Glidden continues on at the LaSalle's Lotus Room with his smooth society style. . . . Kiki Ochart closes his stay at the Glass Hat on the 25th. . . . Harry Cool heads the new revue at the Vine Gardens. . . . Harry's one of Chi's favorites . . . and always pulls a grand crowd.

Raymond Scott closes soon at the Rag Doll to be replaced by "Nature Boy" Nat (King) Cole and his trio . . . lots of guys in music biz still talkin about that weddin' spread Nat got in "Life" . . . the newlywed will be making his first Chi appearance since takin' on a wife. . . . Disc jocks here keep tellin' us that Phil Harris' rendition of "Deck Of Cards" is really somethin'. . . . Special release by Victor for Perry Como's "I Love You Truly" got lots of nice blurbs from the music guys about town . . . but, remember boys, this guy is king of the juke box vocalists . . . and, in case you play golf, stay away from Como . . . the sonofagun shoots in the high 70's or low 80's . . . but consistently . . . wouldn't a match between him and Crosby . . . for charity be something?

How you like dot? They're already talkin' about Louis Prima's newest release, "I Feel So Smoochie" . . . but, that ain't the side, kids, that ain't the side . . . it's "Betty Blue" . . . all about Mr. Green and Mr. Black and Mr. Grey and Mr. Brown who wait around to see the color in the ribbon of Betty's hair each nite to learn which one she'll be seein' that eve . . . and Louis, we hear, is wowing 'em with the tune, where he's been previewing it . . . at the Meadowbrook in Noo Joisey . . . by the way, Louis is reported to have cracked the week's attendance record there . . . which is something these days, buhlieve you me. . . . Guys around here are pullin' for Abe Lyman's disk (Victor) "Help Me" . . . it's an oldie . . . seems that only the oldies capture the cash. . . . Joe Sudy continues on at the Bismarck's Walnut Room . . . swell guy . . . regular as they come.



Just Released  
"MARY LOU"  
backed with  
"CHINATOWN and HINDUSTAN"  
by  
The Aqua String Band  
Modern 20-578

## YOUR NEW HOUSE OF HITS This Week's Special Highlight

It's Terrific . . . .

### "GOOD-BOOGIE-GOOGIE"

Johnny Otis & Orch. EXCELSIOR #518

It's Strictly be-bop. Charlie Parker's latest

### "CARVING THE BIRD"

DIAL #1013

It's another Bostic "hit"!

### "TEMPTATION"

GOTHAM #160

ATTENTION DISC JOCKEYS: Write in  
for free copies

## IDESSA MALONE DIST.

604-8 E. Vernor Highway, Detroit 1, Mich.

## No Money Trouble Here!

### "TROUBLE IS A MAN"

Recorded by

### Martha Davis

on

DECCA No. 24383



REGENT MUSIC CORP., 1619 BROADWAY, NEW YORK, N. Y.



## Majestic-Decca Confabs Continue; See Early Agreement; Decca Interested In Howard Masters

NEW YORK—Conferences between Majestic Records and Decca Records were learned to be continuing this past week, as executives of both firms continued to discuss the aspects of an agreement aimed at Decca's acquiring some of the assets of the Majestic plattery, who recently filed petition under the Chandler Act, Chapter Eleven.

Of most importance to both platteries, was the status of the Eddy Howard contract and master recordings. Representatives of Howard, who last week claimed they would discuss no new contractual agreements with any recording companies, (*The Cash Box*, April 24) were learned to be possibly considering a tie-up with either Columbia or Decca. Any major recording company would immediately welcome the acquisition of Howard since he is one of the nation's leading record sellers.

Question brought to the limelight this past week was the status of the Louis Prima recordings and masters. Prima had a slew of hit recordings with the Majestic plattery; among them "Angelina," "Robin Hood," "Please No Squeeza Da Banana" and many others. These masters would likewise represent an invaluable asset to Decca, should they be interested in them.

Greatly evidenced this past week was the lack of record distribution of the Majestic firm in the Greater New York area. Music operators have made repeated inquiries as to where they can purchase the Majestic platters. Since Majestic Brands, headed by Lou Suritz, closed the New York office, music ops in this city have been without a means of buying Majestic records.

## Atlantic Records Align Disk Distribution

NEW YORK—Herb Abramson, president of Atlantic Records, new firm that hit the record market early this year, announced last week that the company has added three new distributors to its sales line-up in the past ten days, giving the diskery a total of 15 outlets.

Newest distributors to handle the Atlantic label are, Pan American Dist. Co., of Detroit and Cleveland, Ronda Record Dist. of Newark, N. J., and Millner Record Sales of Kansas City and St. Louis.

Other Atlantic distributors include Cosnat, New York; Schwartz Bros., Washington, D. C.; Scott-Crosse Co., Philadelphia; Chord Distributors, Chicago; Post & Lester Company of Hartford; and the Penn Midland Company of Pittsburgh.

The firm disclosed that they are still interested in distributors for the south, southwest and northwest.



**Awarded  
for the  
Best Record  
of 1947**

**VITA** *coustic*  
MEANS  
"LIVING SOUND"

# Tony Pastor

and his Orchestra

currently at Frank Dailey's Meadowbrook,  
Cedar Grove, New Jersey

are breaking it up with

## At a Sidewalk Penny Arcade

COLUMBIA RECORD #38142

*Personal Management*  
**JOE SHRIBMAN**  
RKO Building, New York

*Bookings*  
**GENERAL ARTISTS CORPORATION**  
RKO Building, New York



**IF "OSCARs"  
WERE GIVEN FOR  
OUTSTANDING  
Needle PERFORMANCE**

Permo Point Round and Permo Point Elliptical would top the list for:

**EXTREMELY LONG NEEDLE LIFE  
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More Permo needles sold than all other longlife needles combined.

## PERMO POINTS

Made by the original and world's largest manufacturer of longlife phonograph needles.

**PERMO, Incorporated**  
Chicago 26

★ ★ STAR ★ ★ **BLANK** TITLE STRIPS  
TRANSLUCENT

THE FINEST, WHITEST PAPER OBTAINABLE.  
\$1.50 PER BOX OF 4000 STRIPS . . . AT YOUR  
**SEEBURG DISTRIBUTOR**

**STAR TITLE STRIP CO., Inc.** P. O. BOX 6125  
PITTSBURGH 12, PA.



# THE CASH BOX

## DISC-HITS BOX SCORE

COMPILED BY  
**JACK "One Spot" TUNNIS**

IN ORDER OF POPULARITY  
BASED ON  
WEEKLY NATIONAL SURVEY

BOX SCORE TABULATION COMPILED ON THE AVERAGE  
INDIVIDUAL PURCHASE ON THE BASIS OF 1000 REC-  
ORDS—LISTED IN ORDER OF POPULARITY, INCLUDING  
NAME OF SONG, RECORD NUMBER, ARTISTS, AND RE-  
CORDING ON THE REVERSE SIDE.

### CODE

AL—Aladdin	MG—M-G-M
AP—Apollo	MI—Miracle
AR—Aristocrat	MN—Manor
BU—Bullet	MO—Modern
CA—Capitol	MU—Musicraft
CE—Celebrity	NA—National
CN—Continental	RA—Rainbow
CO—Columbia	RE—Regent
CS—Coast	SA—Savoy
DE—Decca	SD—Super Disc
DEL—DeLuxe	SI—Signature
EX—Exclusive	SP—Specialty
JD—Joe Davis	SN—Standard Phono
KI—King	ST—Sterling
LI—Lissen	TR—Trilon
LO—London	UN—Universal
MA—Majestic	VI—Victor
ME—Mercury	VT—Vitacoustic

### 1—NOW IS THE HOUR

Apr. 24 Apr. 17

130.2 146.4

- CA-15024—MARGARET WHITING  
*But Beautiful*
- CO-38061—HORACE HEIDT O.  
*I'll Never Say I Love You*
- CO-38115—BUDDY CLARK  
*Peculiar*
- CM-7502—JERRY WALD O.  
*I Hate To Lose You*
- DE-24279—BING CROSBY  
*Silver Threads Among The Gold*
- DE-24378—BOB CARROLL  
*Sapphire Of The Tropics*
- LO-110—GRACIE FIELDS  
*Come Back To Sorrento*
- ME-5103—LES PAUL TRIO  
*My Extraordinary Gal*
- MG-10125—KATE SMITH  
*I'll Never Say I Love You*
- MU-532—SHEP FIELDS O.  
*Lone Star Moon*
- MA-1191—EDDY HOWARD O.  
*True*
- SI-15178—RAY BLOCH O.  
*Nina-Nana*
- VI-20-2704—CHARLIE SPIVAK O.  
*Who Are We To Say*

### 2—SABRE DANCE

105.9 93.4

- CO-38102—WOODY HERMAN O.  
*Swing Low, Sweet Chariot*
- DE-24388—VICTOR YOUNG O.  
*For Whom The Bell Tolls*
- MG-30048—MACKLIN MARROW
- SI-15180—RAY BLOCH O.  
*Minuet In G*
- RE-111—DON HENRY TRIO  
*Turnpike Polka*
- VI-20-2721—FREDDY MARTIN O.  
*After You're Gone*

### 3—MANANA

105.2 113.7

- CA-15022—PEGGY LEE
- DE-24333—THE MILLS BROS.  
*I Wish I Knew The Name*
- LO-187—EDMUNDO ROSS  
*The Coconut*
- VI-20-2819—JOE LOSS O.  
*Teresa*

### 4—I'M LOOKING OVER A FOUR LEAF CLOVER

82.2 66.9

- CA-491—ALVINO REY ORCH.  
*Spanish Cavalier*

- CO-38100—TINY HILL ORCH.  
*Show Me The Way To Go Home*
- CO-38082—CODY FOX  
*I Only Want A Buddy*
- CO-38081—ARTHUR GODFREY  
*The Thousand Islands Song*
- DE-24319—RUSS MORGAN ORCH.  
*Bye Bye Blackbird*
- ME-5100—UPTOWN STRING BAND
- ME-5105—FRANKIE LAINE
- MG-10119—ART MOONEY ORCH.  
*The Big Brass Band From Brazil*
- MU-543—THE POLKA DOTS
- RA-10043—JIMMY SAUNDERS  
*Heart Breaker*
- SI-15117—RAY BLOCH ORCH.  
*But Beautiful*
- TR-220—ALEXANDER ORCH.
- VI-20-2668—THE THREE SUNS  
*Eccentric*
- VI-20-2787—CURLY HICKS  
*Limehouse Blues*

### 5—BECAUSE

71.4 50.6

- AP-1068—HAL WINTERS  
*Because*
- VI-20-2653—PERRY COMO

### 6—BEG YOUR PARDON

69.5 85.6

- BU-1700—FRANCIS CRAIG O.
- CA-490—DINNING SISTERS  
*Melancholy*
- CO-38036—FRANKIE CARLE O.  
*The Dream Peddler*
- DE-24339—RUSS MORGAN O.
- ME-5109—SNOOKY LANSON
- MG-10140—ART MOONEY ORCH.
- VI-20-2647—LARRY GREEN O.  
*Can It Ever Be The Same*

### 7—HAUNTED HEART

36.5 21.7

- CA-15023—JO STAFFORD  
*I'm My Own Grandmaw*
- CO-38112—BUDDY CLARK  
*First Prize At The Fair*
- CO-38083—BUDDY CLARK  
*Matinee*
- DE-24362—GUY LOMBARDO O.  
*Saturday Night In Central Park*
- DE-24370—BING CROSBY  
*Moonlight On A White Picket Fence*
- ME-5120—VIC DAMONE  
*Tell Me A Story*
- MG-10153—GEORGE PAXTON O.  
*Dream Girl*
- VI-20-2713—PERRY COMO  
*Carolina Moon*
- VI-45-0050—RUSS CASE O.  
*Inside U. S. A.*

### 8—LITTLE WHITE LIES

35.8 23.5

- CO-38114—DINAH SHORE  
*Crying For Joy*
- DE-24280—DICK HAYMES  
*Sierra Madre*
- VI-27521—TOMMY DORSEY O.

### 9—BABY FACE

29.8 39.8

- AP-1114—PHILLIE ALL STAR STRING BAND  
*Bye, Bye, Blackbird*
- CO-30014—JERRY WAYNE & DELL TRIO
- DE-25356—HENRY KING O.  
*Oh, You Beautiful Doll*
- KR-216—UPTOWN STRING BAND
- ME-2120—AQUA STRING BAND
- MG-10156—ART MOONEY O.  
*Encore Cherie*
- ST-294—HUM & STRUM
- TO-294—BENNY STRONG O.
- PA-1105—FERKO STRING BAND
- UN-627—MILT SCOTT ORCH.
- VI-22879—SAMMY KAYE O.  
*Miss You*

### 10—TOOLIE OOLIE DOOLIE

28.2 33.2

- CA-15059—THE SPORTSMEN
- CN-1223—VAUGHN HORTON
- DA-2015—DANA SERENADERS
- DE-24380—ANDREWS SISTERS
- FL-5005—ALPINE BELLES
- LO-201—JOHNNY DENNIS
- SR-5505—LARKIN SISTERS
- ST-1013—DICK HAYMAN
- VI-25-1114—HENRI RENE O.

### 11—BUT BEAUTIFUL

Apr. 24 Apr. 17

28.0 39.5

- CA-15024—MARGARET WHITING  
*Now Is The Hour*
- CO-38053—FRANK SINATRA  
*If I Only Had a Match*
- DE-24283—BING CROSBY  
*The One I Love*
- DE-24294—BING CROSBY  
*Experience*
- LO-142—DENNY DENNIS  
*A Bed of Roses*
- ME-5096—FRANKIE LAINE  
*I've Only Myself To Blame*
- MG-10126—ART LUND  
*Love Is So Terrific*
- MU-538—MEL TORME  
*Night and Day*
- SI-15117—RAY BLOCH  
*Four Leaf Clover*
- VI-20-2616—TEX BENEKE ORCH.

### 12—LAROO LAROO LILLI BOLERO

26.2 30.1

- CA-15048—PEGGY LEE  
*Talking To Myself About You*
- CO-38130—FRANKIE CARLE O.  
*Someone Cares*
- DE-24404—BING CROSBY  
*The Story Of Sorrento*
- ME-5121—VIC DAMONE  
*My Fair Lady*
- MG-10166—BOB HOUSTON  
*I Still Love You*
- MU-546—SHEP FIELDS O.  
*Hold It Joe*
- VI-20-2734—PERRY COMO

### 13—SHINE

25.4 38.8

- DE-48074—SLIM GREEN  
*What's The Reason*
- DE-25354—ELLA FITZGERALD  
*Darktown Strutters Ball*
- DE-25353—GUY LOMBARDO O.  
*Corn Silk*
- DE-24382—THE MILLS BROS.  
*Love Is Fun*
- ME-5091—FRANKIE LAINE  
*We'll Be Together Again*
- VI-20-2760—HOT QUINTETTE  
*Ebony Rhapsody*

### 14—ST. LOUIS BLUES MARCH

23.8 15.9

- VI-20-2722—TEX BENEKE O.  
*Cherokee Canyon*

### 15—NATURE BOY

23.0 6.8

- CA-15054—KING COLE  
*Lost April*
- MU-567—SARAH VAUGHN  
*I'm Glad There Is You*

### 16—MATINEE

17.9 16.4

- CA-15041—GORDON MacRAE  
*Feathery Feelin'*
- CO-38083—BUDDY CLARK  
*Haunted Heart*
- DE-24375—BOB EBERLY  
*It's All Over But The Crying*
- VI-20-2671—VAUGHN MONROE O.  
*If Someone Cares*

### 17—THE DICKEY BIRD SONG

14.7 5.7

- CO-38085—THE DELL TRIO  
*Encore Cherie*
- DE-24301—LARRY CLINTON O.  
*Ooh! Looka There*
- MA-1234—GEORGE OLSEN O.  
*Thoughtless*
- MG-10138—BLUE BARRON O.  
*My Cousin Louella*
- VI-20-2617—FREDDY MARTIN O.  
*If Winter Comes*
- VT-22—JOAN EDWARDS

### 18—THOUGHTLESS

13.1 13.3

- CA-15027—GORDON MacRAE  
*You Were Meant For Me*
- CO-38079—DORIS DAY  
*I've Only Myself To Blame*
- CS-8039—CURT MASSEY
- DE-24318—GUY LOMBARDO O.  
*I'll Dance At Your Wedding*
- LO-143—THE SQUADRONAIRES  
*That Feathery Feelin'*
- MA-1234—GEORGE OLSON O.  
*The Dickey Bird Song*
- ME-5104—VIC DAMONE  
*Love Is So Terrific*



		Apr. 24	Apr. 17
MG-10137—BUDDY KAYE QUINTET			
Carnival In Venice			
SI-15176—RAY BLOCH O.			
At The Candlelight Cafe			
VI-20-2714—LARRY GREEN O.			
Wishing			
19—PIANISSIMO	11.9	15.8	
CO-38051—BUDDY CLARK			
You're Too Dangerous, Cherie			
DE-24309—BOB CARROLL			
ME-5089—SNOOKY LANSON			
MG-10118—BOB HOUSTON			
MU-527—MINDY CARSON			
VI-20-2593—PERRY COMO			
I've Got A Feeling I'm Falling			
20—TELL ME A STORY	11.5	13.0	
CO-38050—FRANKIE CARLE O.			
My Promise To You			
DE-24329—AMES BROTHERS			
ME-5120—VIC DAMONE			
Haunted Heart			
MG-10144—BOB HOUSTON			
VI-20-2761—SAMMY KAYE O.			
I Wouldn't Be Surprised			
ADDITIONAL TUNES LISTED BELOW			
IN ORDER OF POPULARITY			
21—SLAP 'ER DOWN			
AGIN' PAW	11.4	5.1	11.4
22—LOVER	11.1	5.8	8.9
23—DECK OF CARDS	9.9	7.3	2.6
24—GOLDEN EARRINGS	8.4	10.9	15.0
25—THOUSAND ISLANDS SONG, THE	6.9	6.9	16.6
26—BALLERINA	5.5	9.0	15.3
27—YOU WERE MEANT FOR ME	5.0	1.8	—
28—PEANUT VENDOR	4.8	5.6	2.9
29—WORRY WORRY	4.7	15.7	9.0
30—SERENADE OF THE BELLS	4.6	16.9	23.6
31—AIRIZAY	4.4	—	—
32—SIERRA MADRE	4.3	3.9	8.0
33—GOOFUS	3.9	6.7	—
34—I'VE GOT A CRUSH ON YOU	3.8	—	—
35—JUST BECAUSE	3.7	6.1	—
36—BEYOND THE SEA	3.6	5.2	3.8
37—LOVE IS SO TERRIFIC	3.5	—	—
38—JUNGLE RHUMBA	3.2	—	—
39—CIGAREETES, WHUSKEY & WILD WOMEN	3.1	—	—
40—HOW SOON	2.4	6.0	4.9

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GUY LOMBARDO.....Decca  
ART LUND.....M-G-M  
ANDY RUSSELL.....Capitol  
FRANK SINATRA.....Columbia

**STEPPIN' OUT WITH MY BABY**

Recorded by

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JOHNNIE JOHNSTON.....M-G-M  
GUY LOMBARDO.....Decca  
GORDON MacRAE.....Capitol  
DINAH SHORE.....Columbia  
THE THREE SUNS.....Victor

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25c Bonus Bell .....	268.00
5c Black Gold Bell.....	258.00
10c Black Gold Bell .....	263.00
25c Black Gold Bell .....	268.00
5c Melon Bell .....	248.00
10c Melon Bell .....	253.00
25c Melon Bell .....	258.00
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5c Super DeLuxe Club Chief	324.00
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Bangtail FP PO JP .....	No Price Set
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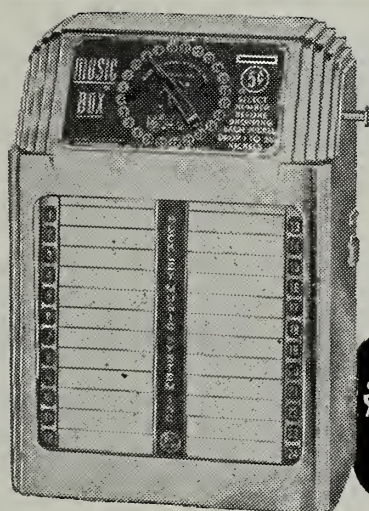
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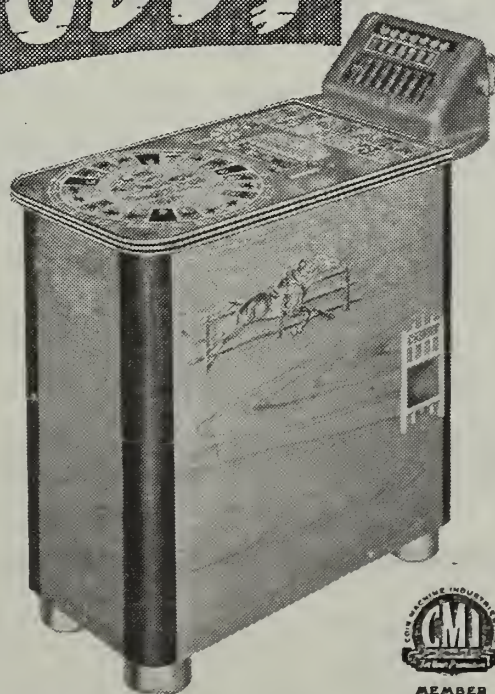
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## New Freight Rate Boost Adds Millions To Present Tariff

Latest ICC Grant Supersedes Earlier Rulings

WASHINGTON, D. C.—The Interstate Commerce Commission this week handed down a third interim freight rate increase to the railroads.

The new boost supersedes the two previous interim freight rate boosts and will continue until further orders of the ICC. The new order incorporates the 20 per cent previous increases and adds an average of 4 per cent more.

ICC said the total increase over the amount yielded by the rates in effect on October 6, 1947, when the first 10 per cent interim increase was granted, is \$1,535,000,000, or 21.4 per cent.

Basic freight rates are to be raised as follows: Within Eastern territory, 30 per cent above last September's rates; within Southern territory, 25 per cent above last September's rates; from, to and within zone one of Western trunk line territory, 25 per cent; within Western territory (other than zone one), 20 per cent; inter-territorially between Southern territory and Western territory and also between these two territories and Eastern territory, 25 per cent.

The railroads in their original petition of July 3, 1947, and the supplemental petitions of September 5 and December 3 had asked for a total increase of 41 per cent in the Eastern territory and 31 per cent in the West and South. This increase asked for averaged out to 29.2 per cent.

ICC said that the total increases in gross freight revenues of Class I railroads from June 30, 1946, to and including the present increases, are estimated at slightly more than \$2,500,000,000, or about 43 per cent.

The freight rate boosts become effective upon 10 days' notice by the railroads, and should be in effect the early part of next week.

## QUICK ACTION SALE!

IMMEDIATE SHIPMENT

Pre-war five-ball machines, Post-war five-ball machines, Metal Typers, Mills Bells, Coin Operated Pool Tables, RCA Radios, Bally Trophy, Bally Gold Cup, Ballerina and other latest games by various manufacturers including, Trinidad by Chicago Coin, Wisconsin by United Manufacturing, Cinderella by Gottlieb, Mills Constellation phonograph by Mills, and others. New ABT Model "F" Targets, DuGrenier Cigarette machines, Mutoscope Fishing Well, Voice-O-Graph, DeLuxe Photomatics, American Grip Meters, Mercury Athletic Scales, 5¢ Cookie Venders, Columbus Peanut Venders, Ball Gum Venders, Pistachio Venders.

**SPECIAL:** 40 POST-WAR ABT CHALLENGERS, 25 GOTTLIEB GRIPPERS. THESE 65 PIECES VERY REASONABLE.

WRITE FOR PRICES

## THE VENDING MACHINE CO.

207 Franklin Street

Fayetteville, North Carolina

## SCOOP

Brand New Popcorn Machines To Settle Close-Out Inventory. List Price \$750.00 Each.

**OUR PRICE—\$199.50**

Floor Model, Kettle Type. Specifications: 54" high, 44" long, 29" deep. Chrome trimmed exterior. Shipping weight: 560 lbs. each. Full amount with order. Deduct 2%. First come, first served. Guaranteed satisfaction. Wire for actual photo. Immediate shipment (specify rail or truck freight).

**P. K. SALES CO.**

507-509 WHEELING AVE.

Phone: 3-2941

CAMBRIDGE, OHIO

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!



# Coin Machines in Philippines Offer Big Opportunity For Ops

## Progressive Coinmen Overcome Local Problems

MANILA, PHILIPPINES—The dozen or so operators in these islands are making favorable progress, altho only five of the number would be considered legitimate by standards recognized in the states. The others are small, running a few pieces each. As a matter of fact, those five companies who operate substantial numbers of machines really are distributors more or less.

All types of games of skill are permitted to be imported, but first a demonstration showing at least 75% skill in operation must be made to the Chief Appraiser and the Chief of the Legal Division of the Philippine Customs. Naturally, under these conditions, slot machines, punch boards, etc., are not permitted legal entry.

Almost all amusement devices are on a 5 and 10 centavo play. Operation of music machines is on a 20 centavo (10c American) and 10 centavo (5c American). Phonograph records cost \$1.80 to \$2.20 depending on the label. Contrary to most impressions, the greatest enemy here is not warping of records due to the intense heat, but due to the accumulation of dust. Most of the phonos have crystal pickups and generally they stand up very well.

Installations of electricity have been improving continually. All current in Manila is 220 V., but variable transformers must be used especially in districts where the current drops to as low as 180. Outside of Manila, such as Cebu City, Baguio and Davao, where there has been some equipment placed, the play is not too big, and non-electric machines are most popular, due to the electricity problem.

Those machines that are given an OK by the Chief Appraiser and the Chief of the Legal Division of the Philippine Customs are licensed by the city, with fees payable on each machine.

The threat of fire is one of the big headaches as fires occur practically every day. Under these conditions fire insurance rates are almost prohibitive.

With the population of this city increasing from a pre-war 250,000 to over a million today, the transportation problem is most difficult.

Bill Suter, General Manager of Morcoin Company, Ltd., one of the biggest distributors here, points out that the biggest problem of all is the lack of competent mechanics. "I have one man (part Filipino and part Swedish) who has learned to take care of all equipment without any real training," reports Bill. "I had one American mechanic who came over when I came here, but the heat was too much for him and he left after two months. While in the States last September I hired a fellow recommended to me highly, but it turned out that the Filipino was teaching him. Another operating problem is the telephone situation. The telephone system was completely knocked out during the war. Scant progress has been made in installation of phones. Checks of locations are made by personal contacts. This is a great handicap and time-killer."

Morcoin Company has been responsible for the importation of Rock-Ola phonos, Bally amusement devices, Electric Shockers, Chicago Coin Goalees, Watling Scales, ABT Target Pistols and Gottlieb Hand-Grips. In addition other equipment has been brought in, including Wurlitzer and Seeburg phonos.

Equipment that is brought into Manila by Morcoin, is in turn exported by them to Japan, Korea, Okinawa, Iwo Jima, and other territories.

Distributor in LOUISIANA  
TEXAS - ALA. - ARK. and MISS.

for

**THE NEW 1948  
BUCKLEY LINE  
CONSOLE DIST. CO.**

1006 Poydras St., New Orleans, La.

Phone: RA 3811

**SAM TRIDICO      BOB BUCKLEY**  
"CRISS-CROSS" BELL; DAILY DOUBLE  
TRACK ODDS; 1948 WALL & BAR BOX.

**Brand NEW and USED**

**STEEL BALL ROLLDOWNS**

**and**

**WOOD BALL ROLLDOWNS**

**SELLING OUT AT REAL LOW DOWN PRICES**


**Tell Us What You Need!**

**MAKE AN OFFER!**

**Wire - - - Write**

**BOX No. 159 — THE CASH BOX**

**381 FOURTH AVENUE • NEW YORK 16, N. Y.**



**GOT IT?**

**Airco's**

**Secret**

**FOR 495**

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!



# JOE CALCUTT DIES

**Most Outstanding, Fabulous, Biggest Distrib  
of All Time Passes Away April 20th at 6 P. M.**



JOE CALCUTT

NEW YORK — "JOE PASSED AWAY THIS AFTERNOON SIX O'CLOCK WILL ADVISE FUNERAL ARRANGEMENTS LATER. MRS. JOSEPH CALCUTT."

The telegram (that yellow piece of paper) was short—to the point. Just a cold piece of paper. Telling of great grief—in the bluest of blue print.

Telling of the passing—of a "man."

For if ever there was a man—a man who most definitely helped to make this business—great—that man was Joseph Calcutt.

Joe, even during his lifetime, had become a fable of a grand and outstanding gentleman who, because of his intelligence, foresight and vision, made this coin machine business—a truly great and grand business.

Those who knew Joe personally. Who spent some time with him. Who visited with him. Who listened to him—went away thrilled and enthralled—after listening to a man whose logic, whose outlook, whose faith, and whose belief in this world—was far above the small, troublous problems of business procedure.

Here—was a man.

True to the tradition of the South—Joe Calcutt was a gentleman—who surprised a great many who came to visit with him—by leaving the room whenever ill was spoken of any man—whether that man did him harm—or whether he didn't even know him. This, in Joe's character, won for him great respect—and even greater friendship.

They will speak of Joe Calcutt as long as there will ever be coin operated products. They will talk of him because, much due to him, great progress was achieved for the products of this industry.

In Joe Calcutt this industry had its fabulous character. In Joe Calcutt—there was the story of greatness—of charity—of love—of faith—of the type of man any industry in all the world—would have liked to call its own.

Long, long ago the story of Joe Calcutt, his beginnings, and his rise in this industry, was written. It told of a youngster who drove a horse and buggy for a man who introduced coin operated products into his state. Of his wanderings—and then of his

decision to settle down in the small town near his birthplace.

He made this town world renowned.

His firm—The Vending Machine Company—"Vemco"—with his famed "Key To Success"—became known to thousands on thousands of peoples all over the earth's surface. From Timbuctoo to Nome—the name—Joe Calcutt—The Vending Machine Company—was as well known as it was in these United States.

It just doesn't seem possible—that Joe Calcutt is no longer here—on earth—to lead, to guide, to give confidence and faith—to smile—to chuckle—and to point the way to his friends.

Perhaps up there—someone wanted a grand sort of person—a gentleman—a man of business outlook—a sound, solid, great man—and so they chose him.

To all who knew him and all who loved him—Joe— isn't gone. His advice—his teachings—his manner of doing things—quietly, efficiently, with generosity and gentlemanliness—can't be gone.

Joe's still around.

He's around—because of the things he did—the ideas he left behind—and the fact that he was so fabulous—so grand in his approach—will always keep him around—death does not take away such character—nor the memories of man.

They will tell tales of Joe Calcutt for years and years to come. He will always be pointed to as what could and should always be the case for every man who engages in this, or in any other, business.

But, regardless of what they say of him as a great business man, regardless of what tales they tell of him and his plans, his ideas, his strategy—no memory will outlive the fact that—he was—simply—a "man."

A man all were proud to call—"friend"—a man who all will long, long remember—because—somewhere—somehow—sometime—all will want to meet with him again—just to spend a pleasant hour with him—to talk—to—a "man."

No, Joe isn't gone. Never will be gone. Because—such a man—leaves an indelible mark behind him—which forever clings in the consciousness of all who knew him—and loved him—until they, too, pass on.



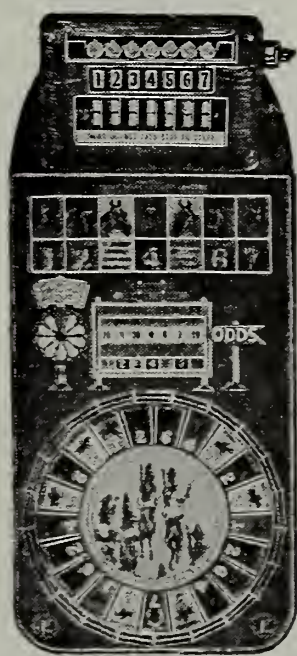
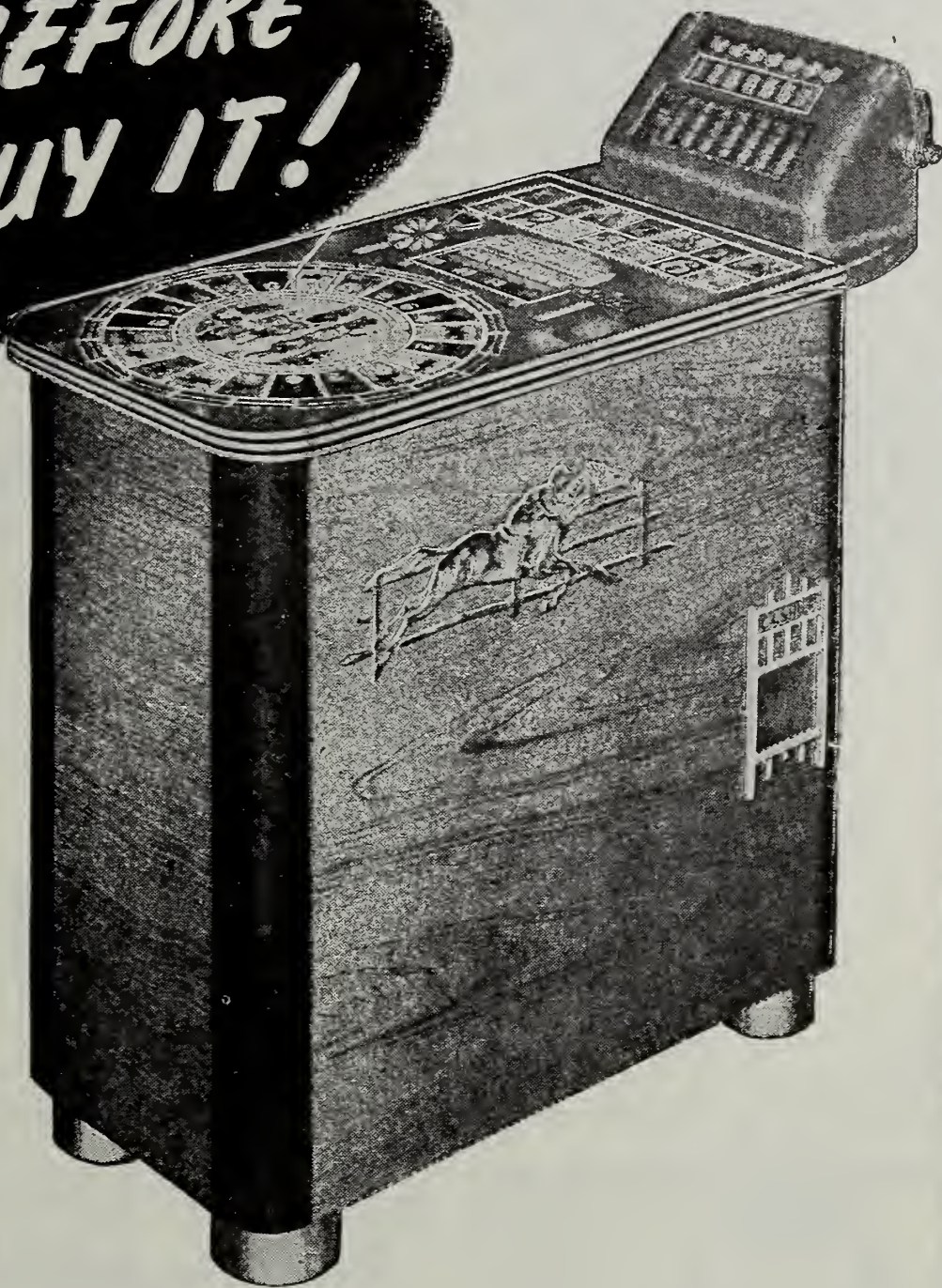
*Try it BEFORE  
You BUY IT!*

## BUCKLEY TRACK ODDS AND PARLAY LONG SHOT

Hundreds of operators know from actual experience that Track Odds and Parlay Long Shot are the greatest money-makers ever offered to the coin machine trade.

If you don't know it, here's your chance to find out—and it won't cost you a cent. Both Track Odds and Parlay are available in nickel or quarter play—for straight cash or check payout.

Order a sample today on our thirty days' free trial offer explained below.



### TRACK ODDS

Illustration at the left shows the TRACK ODDS top glass. From one to seven coins may be played at one time. Winner is indicated by the spinner and odds changer shows odds. Players like the TRACK ODDS because it is easy to understand and gives them ACTION and THRILLS.

### PARLAY LONG SHOT

Illustration on the right shows Buckley PARLAY top glass. Notice the big odds — 10-15-20-25-30 to 1 plus jackpot as high as 500 to 1. Naturally the PARLAY is a real favorite with long shot players. It's an ideal companion console for the TRACK ODDS.



### SPECIAL OFFER!

Try it before you buy it! Pay no money down! Thirty days' free trial to established operators! We are making this special offer to prove to you that Track Odds and Parlay Long Shot will give you better mechanical performance and will make you more money than any other console. Let us know the type of location in which Track Odds or Parlay Long Shot will be placed and we will recommend the model for your particular location.



*Buckley Manufacturing Co.*

4223 WEST LAKE STREET • • • CHICAGO 24, ILLINOIS

PHONES: VAN BUREN 6636-6637-6638-6533



# NEW JERSEY MUSIC OPERATORS



*You're Invited*  
**TO VISIT THE  
NEW HEADQUARTERS**

OF

## YOUNG DISTRIBUTORS, INC.

**361 AVON AVENUE  
NEWARK, NEW JERSEY**

(PHONE: BIGELOW 8-1479)

• Exclusive Distributors for The Rudolph Wurlitzer Company •

**GENEROUS TRADE-IN  
ALLOWANCES**

for your old phonographs and

**EASY TERMS  
ON WURLITZER 1100s**



**JOE ASH**

**Active Amusement Machines Co.**  
646 NORTH BROAD ST., PHILA. 30, PA.  
Phone: Fremont 7-4495  
98 CLINTON AVE., NEWARK 5, N. J.  
Phone: Mitchell 2-8527  
1120 WYOMING AVE., SCRANTON, PA.  
Phone: Scranton 4-6176

**ACTIVE  
Resonditioned  
GAMES  
'NUFF  
SAID!**

**For A  
Complete  
List of  
Specials  
Drop a Line  
to Any One  
of Our  
3 Offices**

**SENSATIONAL  
PRICES  
ON  
USED  
PHONOGRAPHS  
AND  
GAMES!  
WRITE  
FOR  
PRICE  
LIST!**

**SCOTT-CROSSE CO.**  
1423 SPRING GARDEN STREET  
PHILADELPHIA, PA.  
Rittenhouse 6-7712

## Selling Out!

**2 SLIGHTLY  
USED**

# AMI

**1947 Model "A" Phonos**

**ON LOCATION ONLY  
SHORT TIME**

**MAKE ME YOUR  
HIGHEST OFFER**

**Box No. 143**

**c/o THE CASH BOX  
381 FOURTH AVENUE  
NEW YORK 16, N. Y.**

### COIN MACHINE MOVIES

FOR REGULAR PANORAMS AND SOLO-VUES  
REELS OF 8 AND 6 SUBJECTS  
Our Films Get The Dimes  
PRICE \$32.50 TO \$38.50 Per Reel

**PHONOFILM**

3331 NO. KNOLL DR., HOLLYWOOD 38, CAL.

## Los Angeles Games Operators Set Up Pub. Relations Com.

LOS ANGELES, CAL.—Operators of amusement machines in this city named a public relations committee which will endeavor to inform the public of their side of the question in the current legal action. Gordon Roper will act as chairman of a six-man committee, which includes Harry Goldman and Gabe Orland.

With several cases now pending before the municipal courts in the legal hands of Tom Howard and Joe Altagen, the operators decided that their side of the matter should be brought to the attention of the general public.

"So far the publicity has all been released by the City Attorney's office and the Police Department" stated a leading operator, "and it reads a little loaded against the 5,000 coinmen and members employed by them, and others who derive an income, that stands absolutely clear of the city's anti-pinball machine ordinance."

At present, it is reported, the major issue involved in the court cases, along with minor trimmings, is whether the holes on a board are to be considered "objectives or obstructions."

## Washington, D. C. Music Guild Holds Meeting

WASHINGTON, D. C.—The Washington Music Guild, Inc., music operators association here, held its regular meeting Tuesday, April 13 in the Blue Room of the Hamilton Hotel.

P. R. Chapman, president, conducted the meeting and many important matters were discussed. Foremost was the plan to soften up the locations for a better commission arrangement. The Public Relations division has developed a series of three letters to be sent to each location. These letters will explain the operators' problems, and the last letter will list the commissions that are equitable for a profitable continuance of their music service.

In addition, it is planned to donate music machines to every high school in the territory for use in their recreation rooms. Hirsh de LaViez, chairman of the public relations committee, started the ball rolling with the donation of five machines.

The membership voted to contribute \$100 to George A. Miller to assist in the great work being conducted by the national group.

Hirsh, who had been acting as temporary business manager at no salary until a professional manager can be employed, was given a vote of confidence for his efforts in organizing the association, and for his activities since its inception.

The Guild membership has shown continuous growth and at present represents 95% of the music machines in operation in the area.

Attending this meeting was the famous band leader, Gene Krupa, together with his manager.

Following the procedure of meeting every second Tuesday of the month, the next meeting will be held at the Hamilton Hotel on May 11.

## Angott Sales Co. In New Large Quarters

DETROIT, MICH.—Carl and Leo Angott, Angott Sales Company, played host to a large attendance of coinmen at the recent opening of their new headquarters in this city.

Assisting Carl and Leo were Charles Andrews, sales manager, and the members of the staff.

Tony Hicklin, sales manager of Packard Manufacturing Corp., came in from Indianapolis to be at the opening.

Please mention **THE CASH BOX** when answering ads—it proves you're a real coin machine man!



# BRAND NEW ALL THROUGH! VIRGINIA

*The Game You've Always Wanted!*

- ★ PREMIUM AND DOUBLE PREMIUM SCORE
- ★ PYLON LIGHTS
- ★ 5 ADVANCE PREMIUM ROLLOVERS  
AND FAST PREMIUM BUILD-UP
- ★ SCORE TO 900,000
- ★ AMAZING 6-FLIPPER ACTION

ORDER  
FROM  
YOUR  
DISTRIBUTOR  
TODAY!

*Williams*  
MANUFACTURING  
COMPANY

161 W. HURON STREET  
CHICAGO 10, ILLINOIS



## Young Distrib. Opens Newark, N. J. Offices



NEWARK, N. J.—Young Distributors, Inc., exclusive distributors for The Rudolph Wurlitzer Company, announced the opening of offices in this city at 361 Avon Avenue.

Pictured above is the executive staff of these offices. From left to right: James V. Sisti, manager, Mike Colland, assistant manager and sales chief, and Robert Schulze, service manager.

Young Distributors, Inc., who have been serving music merchants in this area from its New York offices, opened these local offices in order to be closer to the music operator, stated Joe Young and Dan Kipnis, heads of the firm.

"The Newark offices will strive to assist the New Jersey music operators to

the utmost" stated Sisti. "The Wurlitzer 1100 has proved to be the outstanding money making music machine at this time, and we are in a position to make immediate deliveries to operators in New Jersey up to and including Trenton. Our service and parts department is complete and ready to give the usual prompt Wurlitzer service. In addition, this office will carry a complete line of used phonographs that will be completely renovated and reconditioned prior to being sold."

Mike Colland, well known to music men thruout the area, will call on them personally, to assist in solving any problems that may arise.

IT'S DIFFERENT!  
IT'S EXCITING!  
Williams' New Sensational  
**"VIRGINIA"**  
NEW FROM TOP TO BOTTOM!  
ORDER NOW!

**King-Tun**

EQUIPMENT COMPANY  
KALAMAZOO 21, MICH.  
826 Mills Street Phone 2-0321  
DISTRIBUTING COMPANY  
DETROIT 1, MICH.  
3004 Grand River Ph.: TEmple 2-5788

### "AS IS" SALE!

ALL PARTS INTACT

AMI Hi Boy, 40	Wurlitzer 950	\$175.00
Record . . . . \$ 79.50	Wurlitzer 12	
Singing Tower . 90.00	Record . . . .	30.00
Wurlitzer 61	Seeburg Gem . .	75.00
C.M. . . . . 50.00	Seeburg Regal .	75.00
Wurlitzer Twin	Seeburg Classic.	125.00
12 . . . . . 65.00	Seeburg 12	
Wurlitzer 71	Record . . . .	30.00
C.M. . . . . 65.00	Rock-Ola Boxes.	3.00
Wurlitzer 616 . 35.00	Rock-Ola Bar	
Wurlitzer 500 . 85.00	Boxes . . . . .	5.00
Wurlitzer 850 . 175.00	Pachard Boxes.	22.50
Wurlitzer 800 . 175.00		

WE CARRY THE LARGEST STOCK OF USED  
EQUIPMENT IN THE NATION—  
ALL TYPES, MAKES AND MODELS.  
WRITE TODAY FOR COMPLETE LIST.  
1/3 Deposit With Order—Balance C.O.D.

**DAVID ROSEN, Inc.**  
EXCLUSIVE AMI DISTRIBUTOR

503 EVERGREEN AV. 855 N. BROAD ST.  
BALTIMORE 23, MD. PHILA. 23, PA.  
Edmonson 5322 Stevenson 2-2903

Please mention **THE CASH BOX** when answering ads—it proves you're a real coin machine man!



# AMI

with its Model "A"

## PROVED

the Public Wants

to Play

## BOTH SIDES

**AMI** Incorporated

127 NORTH DEARBORN, CHICAGO 2, ILLINOIS

## THE BEST

BY ACTUAL  
LOCATION  
RETURN

NEW

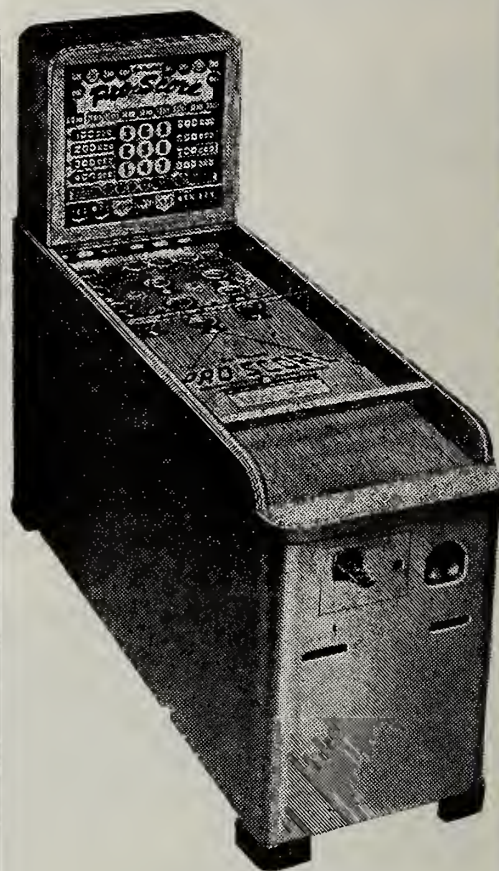
*Pro-Score*

AT

## NEW

## LOW

## PRICE!



Not just another rolldown game —but the greatest—stadiest, biggest money-maker in all rolldown games' history — the others are gone—but "Pro-Score" is still selling — and selling bigger than ever—that's why, because of volume production, we are now in a position to offer you—a new low price—get over on "the right side of the fence"—write for new, low price today!!!

## George Ponser COMPANY

158 EAST GRAND AVENUE  
CHICAGO 11, ILLINOIS

(PHONE: SUPERIOR 4427)

250 WEST 57th STREET  
NEW YORK, N. Y.

(PHONE: CIRCLE 6-6651)

## Distributors For

# ROCK-OLA

"MAGIC-GLO" PHONO

★

# Bally

ALL PRODUCTS

## ALL TYPES OF NEW AND USED MACHINES

*Ready for Delivery*

WRITE—WIRE—PHONE

## LAKE CITY AMUSEMENT CO.

1648 ST. CLAIR AVENUE, CLEVELAND, OHIO

(PHONE: CHERRY 7067-8)

## YOU DON'T GET WRECKS WHEN YOU BUY AT REX

RECONDITIONED FIVE BALLS  
VERY CLEAN, MECHANICALLY A-1  
WILLIAMS: Sunny \$125.  
GOTTIEB: Humpty Dumpty \$135.  
CHI-COIN: Bermuda \$140.  
UNITED: Singapore \$135.; Tropicana \$150.;  
Hawaii \$100.; Mexico \$90.  
VICTORY SPECIALS ..... \$150.00  
DAILY RACES ..... 200.00  
1/3 Deposit Required, Balance C.O.D.

## REX COIN MACHINE CO.

2629 Jefferson Hiway, New Orleans 20, La.  
Phone: TEmple 4685 • Al Morgan, Gen. Mgr.

## SACRIFICE! 2 AMI's

1947 MODEL "A"

Slightly used. On location only  
short time. Selling out.

WHAT DO YOU OFFER?

BOX #143

c/o CASH BOX

381 4th AVE., NEW YORK 16, N. Y.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!



# GENCO'S Trade Winds

WILL BLOW **GREATER PROFITS** YOUR WAY



- Extra Special Adjustable Free Game Feature.

- More Ways To Advance Bonus Scores.

- Speedier Flipper Action to The Top of Board.

- The Player Action Is Exciting and Fast.

- SIX Original FRB Features.  
(FLOATING ROLL-OVER BUTTONS)

ORDER FROM YOUR NEAREST DISTRIBUTOR



MEMBER

## Genco

**MANUFACTURING and SALES CO.**  
2621 NORTH ASHLAND AVE. • CHICAGO 14, ILL.



# IT'S THE SHREWD OPERERATOR WHO BUYS *Chicago Coin's* **TRINIDAD**

PLAYER'S CHOICE FOR ACTION  
**THRILLS!**  
**ENTERTAINMENT!**  
**FEATURES Galore!**



- ★ SINGLE BONUS
- ★ DOUBLE BONUS
- ★ SUPER HIGH SCORE
- ★ TWO FLIPPERS
- ★ SUPER BONUS BUILD-UP POCKETS
- ★ TWO SPECIAL PLAY LANES
- ★ 50,000 BONUS BUMPER

SEE  
**TRINIDAD**  
ORDER FROM YOUR  
DISTRIBUTOR TODAY!



**CHICAGO COIN MACHINE COMPANY**  
1725 DIVERSEY BOULEVARD, CHICAGO 14, ILLINOIS

## N. Y. Police Seize Games; Industry Seeks Injunction

### Trade Claims Games Meet Legal Requirements

NEW YORK—Game operators in this city were stunned and shocked by the sudden action of the police department, who started a drive to seize their equipment without the slightest warning.

Operators and locations were given summonses charging violation of section 982 (prohibits the possession of gambling equipment). This move by the police department is considered not only unfair, but vicious by the trade here. In recent weeks identical complaints were dismissed by the courts after hearing the testimony of police headquarters. "We can only consider this action" states Theodore Blatt, attorney for the games association, "as a war of attrition to discourage the operation of our equipment. We are doing everything in our power to overcome this high handed procedure of the New York police department."

Meanwhile more than 400 storekeepers and operators who received summonses were arraigned in the city's Magistrates Courts, and the cases were adjourned until May 4 and May 11.

According to reports appearing in all the daily papers, over one thousand pieces of equipment were seized. The first few days only pin games were picked up, but later on in the week, rolldowns (both wooden balls and steel balls) were being seized.

Teddy Blatt, heading a group of top legal talent, started to work immediately, seeking an injunction restraining the police from molesting any equipment, claiming the games were stripped to comply with any and all legal requirements. Up to press time, the battle was going on behind closed doors, and the injunction hadn't been issued. However, Blatt is confident of having the injunction by the end of the week, or at the latest the early part of next week. The trade's attorneys are also confident that when the cases appear in court, a favorable decision will be forthcoming.

## OPERATORS ONLY -- FREE AD LISTING

**READ THESE IMPORTANT RULES!** As a subscriber to THE CASH BOX (The One and Only Operators' Magazine—*IT IS NOT SOLD ON NEWSSTANDS*) you are entitled to a FREE listing in each and every week's issue of whatever machines and merchandise you may want to BUY or you may have for SALE. Your list must reach THE CASH BOX, 381 FOURTH AVENUE, NEW YORK 16, N. Y., no later than Wednesday noon of each week. Your listing will be given a special code number and all inquiries will be sent directly to you for your consideration without any inquirer knowing who you are. **YOUR NAME AND ADDRESS WILL BE KEPT CONFIDENTIAL.** You can mail your list in each week on your own letterhead, or even on a penny postcard, but, your name, address and phone number **MUST BE ENCLOSED** or else your list will not be published. **VERY IMPORTANT:** Please do not list prices of any merchandise or machines you have for sale or want to buy.

TEAR OFF, FILL OUT, AND MAIL THIS PART IMMEDIATELY TO:

THE CASH BOX, 381 FOURTH AVE., NEW YORK 16, N. Y.

Please list the following in the next issue at no charge to me:

NAME .....  
FIRM .....  
ADDRESS .....

### ROLL DOWN BARGAINS!

#### STEEL BALL ROLLDOWNS

Tropicana .....	\$165.00
Singapore .....	135.00
Bermuda .....	165.00
Cover Girl .....	135.00
Gold Mine .....	135.00

#### WOODEN BALL ROLLDOWNS

Total Rolls .....	\$50.00
Bing-A-Rolls .....	250.00
Advance Rolls .....	120.00
Chicago Coin Roll Down ..	125.00
Hy-Rolls .....	225.00
Williams Box Score—	
Original Cases .....	199.50

All orders must be accompanied by 1/3 deposit—Balance C.O.D.

Phone, Wire for Quantity Price

**DAVE LOWY & CO.**

594 TENTH AVE., NEW YORK 18, N. Y.

(Phone: BRyant 9-0817)

### WANTED

**USED GENCO BING-A-ROLLS  
USED BALLY HY-ROLLS  
USED PACKARD WALL BOXES**

Wire Lowest Price Now!

**OLSHEIN DIST. CO.** 1100-02 BROADWAY  
ALBANY 4, N. Y.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!



# OPERATORS' EQUIPMENT

# LISTINGS

**IMPORTANT:** Address all answers to THE CASH BOX, 381 FOURTH AVENUE, NEW YORK 16, N. Y. In your letter you must refer to code number of listing in which you are interested. Your name will be sent directly to the operator by THE CASH BOX. Operators only, who are subscribers to THE CASH BOX, are entitled to a listing free of charge each week for whatever equipment they want to buy or have for sale. No prices are allowed to be advertised in these free listings. Operators' names and addresses are always kept strictly confidential.

**FOR SALE**—Wurlitzer 600R, 616, 412, Rock-Ola Standard, Seeburg Regal. Make offer. All in good condition. (Code #51901)

**FOR SALE**—HiTones, Envoys, 24A's, perfect condition. Just off location. No reasonable offer refused. (Code #51902)

**FOR EXCHANGE**—Pace & Black Cherries 10c & 25c to trade for 5c slots. (Code #51903)

**FOR SALE**—A-1 bargains. Cigarette and Candy Vending machines. All makes, models, lowest prices. What have you to sell. (Code #51904)

**FOR SALE**—Four Bells. Good running order. With Bannister skill lanes. (Code #51905)

**FOR SALE**—Free Plays. Big Tops, Jumbo Parades, Silver Moons, Wurlitzer 71 & 61, Hockeys, Guns, Grips, Target Guns, Empty phonograph cabinets for Wurlitzers, Rock-Olas, Seeburgs, Parts galore for all pre-war phonographs, Solotone Boxes, Amplifiers. (Code #51906)

**WANT**—Bally Double Ups 5c, Bally Wild Lemon 5c, Mills 10c and 25c Black Cherries, post-war United Pin Games. (Code #51907)

**WANT**—Wurlitzer 331 Bar Boxes, Wurlitzer 320 Wall Boxes. (Code #51908)

**FOR SALE**—ABT Target Skill machines, Baker's Kicker & Catchers, Groetchen's Pikes Peaks. (Code #51909)

**FOR SALE**—1 set 5/10/25 Black Cherry, 1 set 5/10/25 Copper Chrome, 2 10c Original Chromes, 4 Mills Three Bells. (Code #51910)

**WANT**—Packard Adaptors for Wurlitzers, new or used. (Code #51911)

**WANT**—Used route records, paying top prices, plus freight. (Code #51912)

**WANT**—A few Watling Scales, either Fortune, Jr. Tom Thumb or 500 series Fortune. No other makes or models wanted. (Code #51913)

**WANT**—Panorams full view or Peek. Also want parts for Panorams. (Code #51932)

**FOR SALE**—Music, Wall Boxes, Five Ball payouts, over \$10,000 worth new five balls on route 15 years old, city over 90,000, heavy building program in progress. Reason for selling given by mail. (Code #51933)

**FOR SALE**—375 phonographs on locations largest city in the deep south. Net income from \$90,000 to \$115,000 yearly. In whole or part. Owners retiring after 20 years in business. Will show books to potential buyers. Everything verified. Finest locations. First time route offered for sale. (Code #51937)

**WANT**—Clean used Bally Jockey Specials; Maisie; Click. **FOR SALE**—Over 100 clean post-war 5-ball games and Keeney's 1-ball, Favorite, like new. (Code #51934)

**FOR SALE**—Wurlitzer phonos, most all models; also Seeburg and Rockola. Bally Triple Bells, Bally Draw Bells and DeLuxe Draw Bells. Many other consoles. (Code #51915)

**WANT**—Goosenecks; Blue Fronts; Mills Q.T. (Code #51916)

**WANT**—Bally Victory Specials and used Eureka's. **FOR SALE**—Or will trade the following: 1 Seeburg Casino; 2 Seeburg Vogues; 1 Seeburg Classic; 1 Wurlitzer 800; 1 Wurlitzer 950; 1 Wurlitzer 600K; 4 Wurlitzer Victory, 600, 500 and 2-24s; 2 Wurlitzer 616; 4 Wurlitzer 412s; (Code #51917)

**WANT**—Bally DeLuxe Draw Bells; New 5 balls in original crates at closeout price from overstocked source. **FOR SALE**—Selecteria, selective candy bar vendors. Panoram machine complete with new film. Wurlitzer 61 counter model. Skylark 1-ball. (Code #51935)

**WANT**—6 column Rowe Royal and 6 and 8 column Rowe President cigarette machines. **FOR SALE**—3-10 column Royals and 3-10 column Presidents, completely refinished and overhauled. (Code #51936)

**FOR SALE**—Complete 30 station AMI Automatic Hostess studio and subscriber equipment in good condition. (Code #51918)

**FOR SALE**—12 consoles, Mills 1947 model Three Bells, in use only 2 months. 75 slots, Mills Black Cherry, Mills Blue Fronts and Mills Cherry Bells. All machines just off location and in perfect shape mechanically and in appearance. (Code #51938)

**FOR SALE**—1 Kirk Guesser Scale; 1 Columbia Scale, mirror-in-front; 1 Peerless scale porcelain, tall; 1 National Scale tall, big dial, porcelain. Will trade for Pace or Rockola Scales. (Code #51919)

**FOR SALE**—9 Bally DeLuxe Draw Bells. (Code #51920)

**FOR SALE**—Mills 5c and 10c Jewel Bells, like new; 1947 Columbias, interchangeable; 1 Dewey console PO; 1 Super Bell; 1 Club Bell comb.; 1 Paces Reels Jr. PO; 1 Paces Reels comb. w/rails 5c; 2 Chicken Sam; 1 Shoot-Your-Way-To-Tokio; 1 Rapid Fire; All prewar pinballs ready for location, cheap. (Code #51914)

**FOR SALE**—5 ball FP pin games clean and ready for location: State Fair, Amber, Ballyhoo, Tornado, Tally-Ho, Arcade equipment: Liberator, Chicago Coin Hockey, Super Torpedo, Scientific Batting Practice. (Code #51921)

**FOR SALE**—8 Pre-Flight Trainers, complete with maps and projectors, used only 3 months, will sacrifice. (Code #51929)

**FOR SALE**—4 Model "A" AMI, 1947 phonos. Used only 6 months. Am selling out. Make me your highest offer in first letter. (Code #51922)

**FOR EXCHANGE**—1 Telomatic industrial and background wired music studio. (Code #51926)

**WANT**—We are in the market for good rolldown games of all kinds. Get in touch with us. Tell us what you have to offer. (Code #51925)

**WANT**—Mills 10c & 25c Black Cherry Bells; Bally 5c Double Ups; For sale: Wurlitzer 304 steppers; Wurlitzer 145 steppers; Jennings Silver Moon Totalizers; 1c Watlings; Mills Melon Bells. (Code #51931)

**FOR SALE**—Have large quantity of ABT targets will sell cheap. (Code #51928)

**FOR SALE**—Brand new Personal and Solotone non-selective music boxes. These are the best and the latest. Absolute sacrifice. Name your own price. Write quick. (Code #51930)

**FOR SALE**—Pinballs and rolldown games. Wood or steel ball rolldowns. All merchandise is guaranteed. Write now and tell us what you need and what you want to pay. We'll meet the price. (Code #51923)

**WANT**—Victory Derby P.O. For Sale—Free play games: Carousel, Kilroy, Playboy, Torch Flamingo, Rocket, Cyclone. (Code #51927)

**WANT**—Closeouts on new five ball or one-ball tables. Also want Wurlitzer 71 with stand. (Code #51924)



# THE CASH BOX

## CLASSIFIED ADVERTISING SECTION

# COIN MACHINE MART

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COUNT ALL COPY, NAME AND ADDRESS. MINIMUM AD \$1.00.  
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CLOSING DATE IN N. Y. C. EVERY WED., 5 P. M.

# WANT

WANT—To Purchase for export shipments—Model 1015 Wurlitzer, 1946 AMI's 146 and 147 Seeburgs. State quantity and your lowest price in first letter. BADGER SALES CO., INC., 2251 W. PICO BLVD., LOS ANGELES 6, CALIF.

WANT—The used records from your boxes. We buy steadily all year around. Top prices paid. Sell to Chicago's Largest Distributor of Used Records. We pay freight. Write, Call or ship to: USED RECORD EXCHANGE, 4142 W. ARMITAGE AVE., CHICAGO 39, ILL. Tel.: Dickens 7060.

WANT—Used Juke Box Records. Unlimited quantities. Top prices paid. We pick up within a radius of 150 miles. Write or wire. HARMEL MUSIC CO., 2809 OCEAN AVE., BROOKLYN 29, N. Y.

WANT—Used juke box records. Highest prices paid. Unlimited quantities. We purchase all year 'round. Compare our prices before selling your records. We pay freight. Call, Wire, Write FIDELITY DIST., 1547 CROSBY AVE., BRONX 61, N. Y. Tel.: Underhill 3-5761.

WANT—Bally Triple Bells; Bally Draw Bells; DeLuxe Draw Bells; Bally Eurekas; Mutoscope Fan Front & Red Top Diggers; '47 Rock-Ola, Wurlitzer & Seeburg phonos; Packard & Aircon Hideaways. Will buy over-stocks of late new or used Pin Games for re-sale. Quote best prices, quantity and condition in first letter. M. A. POLLARD CO., 725 LARKIN ST., SAN FRANCISCO, CALIF. Tel.: ORdway 3-3069.

WANT—New and used wall boxes, Wurlitzer 3031, Packard and Buckley Chromes, no plastic sides. EMPIRE STATES DISTRIBUTORS, INC., 220 SOUTH UNION, PUEBLO, COLO.

WANT—New and Used Wall Boxes, Adapters and Speakers; Twin 16 Adapters for Rock-Ola; Mills, Jennings F. P. Mint Vendors; any 25 cycle equipment. ST. THOMAS COIN SALES, LTD., ST. THOMAS, ONT., CANADA.

WANT—Will buy any quantity used slot machines, all makes and models. Also Columbias, Gooseneck Mills Q.T.'s Vest Pockets. Quote lowest prices in first letter. Machines must be in first class condition. AUTOMATIC GAMES CO., 2858 W. PICO BLVD., LOS ANGELES 6, CALIF.

WANT—1 DeLuxe Bally Draw Bell, and Triple Bell; Keeney's Three Way Twin and Single Super Bonus Bells; Mills original Black Cherry Bells. No quantity too small or too large. Spot Cash! SILENT SALES COMPANY, 200 ELEVENTH AVE., SO., MINNEAPOLIS 15, MINN.

WANT—1 Grill for Wurlitzer 800; 1 Bottom Grill for Rock-Ola Super. IDEAL NOVELTY CO., 2823 LOCUST ST., ST. LOUIS, MO.

WANT—New or used 1946 Buckley Long Shot Parleys. Must be very clean. Quote Price and Quantity. ANDREW'S VENDING CO., 7 OLD ANNAPOLIS BLVD., GLEN BURNIE, MD. Tel.: 500.

WANT—Mills 5c Mint Vendors. State price, condition, quantity in first letter. UNITED NOVELTY CO., INC., 111 W. DIVISION ST., BILOXI, MISS. Tel.: 101.

# FOR SALE

FOR SALE—We have them in stock. Contact us for your Hirsh Red Balls for state of Florida. Best money maker out today. Trouble free. Immediate delivery. Make us cash offer on any new or used pin tables you need. MURRELL AMUSEMENT CO., 1058 S. FLORIDA AVE., LAKELAND, FLA.

FOR SALE—5 Balls: Baffle Cards, Kilroys \$55 ea.; Play Boys 70 ea.; Streamliners \$20 ea.; Sky Blazers \$15 each. All above are in top condition. Terms: 1/3 deposit. C. & M. SPECIALTY CO., 832 CAMP STREET, NEW ORLEANS 13, LA.

FOR SALE—Operators! We have a large number of Pay Off Consoles—various makes—from \$20 up; all in good working condition. Also Slots, Pin Balls and Music. We will not be undersold. Tell us what you need and be sure to get our prices on guaranteed equipment. VIRGINIA NOVELTY CO., 400 WATER ST., PORTSMOUTH, VA. Tel.: Portsmouth 1025.

FOR SALE—Mills greatest proven money makers—original Black Cherry Bells, Golden Falls, Vest Pocket Bells, all like new. Lowest prices, quality considered. Mills Three Bells, repainted original factory colors \$275; late head Mills Four Bells \$200. Save with safety. Trade and buy with authorized Mills and Keeney Distributors. Established 1905. SILENT SALES CO., SILENT SALES BLDG., 200 - 11th AVE., SO., MINNEAPOLIS 15, MINN.

FOR SALE—Mills Four Bells, perfect \$50; 1 Barrel Roll Skee-ball \$50; Jennings Cigarolla \$30; Undersea Raider \$50; Loudspeaker \$5; Seeburg Envoy \$200; Mills Empress \$200; Watling 10¢ Rol-A-Top \$50. BELMONT VENDING CO., 703 MAIN ST., BRIDGEPORT, OHIO. Tel.: 750.

FOR SALE—Brand new Columbus 1¢-5¢ Peanut Vendors; 1¢ Ball Gum Vendors in Stock. Brand new Daval 5¢ Free Play Cigarette or Fruit Reels. Write: H. M. BRANSON DISTRIBUTING CO., 516 SO. 2nd ST., LOUISVILLE 2, KY. Tel.: Wabash 1501.

FOR SALE—This Week's Specials! Suspense \$69.50; Surf Queens \$39.50; Step Up \$65; Double Barrel \$44.50; Big League \$49.50; Undersea Raider \$75. An exceptional buy on slightly used AMI Phonographs. Write or call. HANNA DISTRIBUTING CO., 169 CAMPBELL AVE., UTICA 4, N. Y. Tel.: 6-386.

FOR SALE—10 Keeney Three Way Bonus Super Bells, like new, guaranteed perfect mechanically and outward appearance \$800 ea. Terms: 1/3 Deposit, balance C.O.D. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO 3, CALIF.

FOR SALE—10—616 Wurl. \$75 ea.; 2—600R Wurl. \$150 ea.; 1—1940 Rock-Ola C.M. \$90; 3 Seeburg Mayfairs \$150 ea.; 2 Seeburg Regals \$175 ea. All above machines in excellent condition. X-CEL NOVELTY CO., 1929 W. TIOGA ST., PHILA. 40, PA. Tel.: RA. 5-8705.

FOR SALE—25 Model 80 Kirk Astrology Scales \$169.50 ea. THE VENDING MACHINE CO., 205-215 FRANKLIN ST., FAYETTEVILLE, N. C. Tel.: 3171.

FOR SALE—Guaranteed Used Machines—Bells; Consoles; One-Ball; Pins. The machines are perfect, the prices are right! Write for list. CONSOLE DISTRIBUTING CO., 1006 POYDRAS ST., NEW ORLEANS, LA.

FOR SALE—Selling Out! Brand new and used Steel Ball rolldown Games and Wood Ball Rolldown Games. Tell us what you need. Make offer. Box 133, c/o The Cash Box, 381 Fourth Avenue, New York 16, N. Y.

FOR SALE—5 Ball Pin Games. All thoroughly reconditioned, cleaned, rails refinished, packed in good cartons. At \$25: Sporty, Blondie, Big Town, Formation, Big Chief, Cross-line. At \$30: Four Roses, Band Wagon, Twin Six, Ten Spot, ABC Bowler, Flat Top, Chubby, Wild Fire. At \$35: Towers, Show Boat, All American, Sky Ray, Spot Pool, Gun Club, Dixie, Clover, Hi Hat, Champ, School Days, Laura, Legionnaire, Venus, Seven Up. At \$45: Arizona, Surf Queen, Midget Racer, Big League. At \$75: Superscore. One Balls F.P.: Sport Special \$45; Dark Horse \$60; Blue Grass \$65. Immediate shipment. 1/3 deposit, bal. C.O.D. W. F. KEENEY MFG. CO., 7729 CONSTANCE AVE., CHICAGO, ILL.

Please mention THE CASH BOX when answering ads—it proves you're a real coin machine man!



# THE CASH BOX

## CLASSIFIED ADVERTISING SECTION

# COIN MACHINE MART

## FOR SALE

**FOR SALE**—New Black Cherry and Golden Falls Case Assemblies for \$40 each. Each Assembly consists of Castings, Wood Case, Club Handle, Drill Proofing, Award Card, Jack Pot Glass, etc. completely assembled and packed in individual carton. Write us for list of prices on new, used and rebuilt slots. **WOLFE MUSIC CO.**, 1201 W. MAIN ST., OTTAWA, ILL. Tel.: 1312.

**FOR SALE**—2 brand new Chicago Coin Goalees, still in original crates \$250 ea.; 1 used Bally DeLuxe Draw Bell \$275; 3 Bally Hi-Hand \$45 ea. **KING-PIN EQUIPMENT CO.**, 826 MILLS ST., KALAMAZOO, MICH. Tel.: 2-0021.

**FOR SALE**—10 5¢ and 9 10¢ Watling Big Games, best console built. Owing to closed territory, will take \$25 each. First come, first served. 1/3 down, C.O.D. **HY-G MUSIC COMPANY**, 1415 WASHINGTON AVE., SOUTH, MINNEAPOLIS 4, MINN. Tel.: ATLantic 8587.

**FOR SALE**—Mills Original Black Cherries, all late serial numbers: 5¢ \$139.50; 10¢ \$144.50; 25¢ \$149.50. Golden Falls: 5¢ \$154.50; 10¢ \$159.50; 25¢ \$164.50 — 1 or 2 cherry payout. **AUTOMATIC GAMES CO.**, 2858 W. PICO BLVD., LOS ANGELES 6, CALIF.

**FOR SALE**—3000 records—never used—good numbers—25¢ ea. or 20 assorted numbers in boxes at \$5 per box. **GEORGE NOVELTY CO.**, 1716 WASHINGTON AVE., NORTHAMPTON, PA.

**FOR SALE**—Roll Downs: Advance Rolls \$175; 14ft. Bang-A-Fitty \$150; Sportsman Roll \$60; Rol-A-Score \$50; Bing-A-Roll \$300; Hy-Roll \$275; Hawaii \$200; Singapore \$250; Tropicana \$300. **MOHAWK SKILL GAMES CO.**, 86 SNOWDEN AVE., SCHENECTADY 4, N. Y.

**FOR SALE**—the original change dispenser Nickle Nudger \$3.45 ea. Write for quantity prices. Victory Specials \$125 ea.; Gottlieb Daily Races \$175; Keeney Hot Tip \$235; Strikes 'N Spares \$295. **WESTERN DISTRIBUTORS**, 1226 S.W. 16th AVE., PORTLAND 5, ORE. Tel.: AT 7565.

**FOR SALE**—5-Ball Pin Games, shipped in good cartons: Baseball \$69.50; Big Hit \$24.50; Bonanza \$124.50; Broncho \$104.50; Co-ed \$99.50; Cover Girl \$99.50; Crossfire \$69.50; Fast Ball \$29.50; Flamingo \$99.50; Gold Ball \$89.50; Havana \$79.50; Hawaii \$124.50; Honey \$79.50; Kilroy \$49.50; Lightning \$64.50; Lucky Star \$82.50; Maisie \$99.50; Melody \$174.50; Mexico \$99.50; Mystery \$69.50; Nevada \$124.50; Opportunity \$24.50; Oscar \$74.50; Playboy \$84.50; Ranger \$89.50; Stage Door Canteen \$29.50; Stormy \$174.50; Superliner \$49.50; Tornado \$69.50; Super Score \$49.50. Immediate shipment, subject to prior sale. 1/3 deposit, balance C.O.D. **HIRSH COIN MACHINE CORP.**, 1309 NEW JERSEY AVE., WASHINGTON 1, D. C.

**FOR SALE**—The Biggest Show In Town Is Always At Crown. Bally Victory Specials \$150; Victory Derby \$135; Daily Races \$195; Sunny \$135; Humpty Dumpty \$140; Singapore \$140; Bermuda \$140; Tropicana \$155; Hawaii \$105; Mexico \$95. These machines are excellent and the prices are right. 1/3 Deposit required, balance C.O.D. **CROWN NOVELTY CO., INC.**, 920 HOWARD AVE., NEW ORLEANS, LA. Tel.: CANal 7137. Nick Carbajal, Gen. Mgr.

**FOR SALE**—Advance Rolls \$150; Total Rolls converted to 600,000 score, including roll-over buttons \$100.; Genco Playballs \$35; Scientific Batting Practice \$35; Western DeLuxe Baseballs \$60; Jennings Roll-In-Barrel \$50. Will trade for Watling Scales. State trade conditions. **WISCONSIN NOVELTY CO.**, 3734 N. GREEN BAY AVE., MILWAUKEE 6, WIS. Tel.: LOeust 0100.

**FOR SALE**—Brand new # 500 regular ABT Coin Chutes special \$1.50 each while they last. **COLUMBIA MUSIC CO.**, 1514 N. E. 33rd AVE., PORTLAND 13, ORE. Tel.: TR 5592.

**FOR SALE**—62 Andrews Variety Shops five compartment 1¢ candy vending machines. All reconditioned. Like new. Equipped with stands. Write or call W. J. MANNING, 211 W. WACKER DRIVE, CHICAGO 6, ILL. Tel.: FRanklin 8511.

**FOR SALE**—Roll Down Games: Bally Hy-Rolls \$165; Genco Advance Roll \$119; Genco Total Roll \$49; Chicago Coin Roll Down \$99; United Roll Downs Singapore \$99; Hawaii \$89; Williams All Stars \$219. **AMERICAN VENDING CO.**, 810—5th ST., MIAMI BEACH, FLA.

**FOR SALE**—25 New Chicago Coin Catalina. Write or call for special closeout price. **K. C. NOVELTY CO.**, 419 MARKET ST., PHILADELPHIA, PA. Tel.: Market 7-6391.

**FOR SALE**—Completely refinished, one ten station Automatic Hostess Unit, can be used as 1st, 2nd or 3rd unit; 10 Solotone Boxes; 1 Solotone location amplifier; 1 Solotone Studio amplifier. Make us cash offer on any or all. **AUTOMATIC PHONOGRAPH CO.**, 105 E. RICHMOND AVE., PEORIA, ILL. Tel.: 2-2134 or 3-3511.

**FOR SALE**—30 pre-war Rock-Ola Wall Boxes, 5c, 5/10/25c, as is \$2.50 ea.; 6 Metal Rock-Ola Bar Brackets \$2 ea.; 3 Rock-Ola Roto Selectors, 3 Power (light) transformers, 2 Remote volume controls, these will make 2 complete units for 1422 or 1426 Rock-Ola to use with Rock-Ola pre-war wall boxes, all three \$125 or best offer. 1 lot of Chicago Coin Goalee parts, 2 motors, 2 doors, etc., all for \$25, 12 motors (spinners) for the first Bally, Chi. Coin and Exhibit post-war machines, all for \$30. 1/3 Deposit. **PHILLIPS NOVELTY CO., INC.**, 2420—18th ST., N.W., WASHINGTON 9, D. C. Tel.: Col 3709.

**FOR SALE**—2 Velvets \$20 ea.; 1 Surf Queens \$25; 2 Fast Ball \$37.50 ea.; 2 Canteen \$22.50 ea.; 1 Big Parade \$22.50; 2 Spellbound \$37.50 ea.; 2 Kilroys \$50 ea.; 2 Rio \$52.50 ea.; 2 Mexico \$70 ea.; 3 Havana \$52.50 ea.; 3 Baffle Card \$45 ea.; 2 Sea Breeze \$37.50 ea.; 2 Mystery \$52.50 ea. 1/3 Dep. Machines in A-1 Cond. **BANK'S NOVELTY CO.**, 4300 BANKS ST., NEW ORLEANS, LA.

**FOR SALE**—4 Singles and one double unit Revco Ice Cream machines, like new. **A. S. HARDY CO.**, 25 MORTON ST., MALONE, N. Y. Tel.: 884.

**FOR SALE**—Rodney Pantages, Choice by Voice, 15 units complete. 4 record racks, extra parts, 1000 records, \$750 cash. **IDEAL NOVELTY CO.**, 2823 LOCUST ST., ST. LOUIS, MO.

## MISCELLANEOUS

**NOTICE**—Music Operators. Motors rewound \$5.50; Wurlitzer counter model trays refinished and rebushed \$6.50. **BILL'S PHONO MOTOR REPAIR**, 5947 EMERALD AVE., CHICAGO 21, ILL. Tel.: Englewood 8192.

**NOTICE**—Music Ops: We re-grind your used phono needles scientifically and guarantee complete satisfaction. Hundreds of operators use the service constantly. It's a big saving. Write for complete details and free shipping containers. **RE-SHARP NEEDLE SERVICE**, BOX 770, FT. DODGE, IOWA.

**NOTICE**—Rent a machine with option to buy. 2/3 of actual cash is credited toward purchase. Trinidad \$60, Manhattan \$55, Treasury Chest \$40, Hy-Roll \$35, Gold Ball with flippers \$30. **NATIONAL NOVELTY CO.**, 183 E. MERRICK RD., MERRICK, N. Y.

## PARTS & SUPPLIES

**FOR SALE**—Tubes, 60% off list, standard brands. All tubes boxed. Extra special: RCA-6C4 45¢; M-46, M-47, M-48 Bulbs \$4.50 per 100. Send for our latest tube list. **ENGLISH SALES CO.**, 620 W. RANDOLPH ST., CHICAGO, ILL.

**FOR SALE**—Parts and supplies for all types coin operated machines. Send for Free illustrated wall chart. Lists over 1200 different items from A to Z. If you operate coin machines you should be on our mailing list. **BLOCK MARBLE CO.**, 1425 N. BROAD ST., PHILA. 22, PENNA.

**FOR SALE**—Radio Tubes, 60% off in quantities over 50. Popular brands! Can be assorted. All types in stock. Television Lens for 10" screen, \$24. Mazda bulbs, No. 47, \$40 per 1000. No. 40, 44, 46 and 47, \$4.50 per 100. No. 51 or 55, \$4 per 100. Bulbs can be assorted. **BELMONT RADIO SUPPLY CO.**, 1921 BELMONT AVE., CHICAGO 13, ILL.

**FOR SALE**—Skee Ball & Ray Gun Operators, Attention! #1489 Chilco Gun Lamps 45¢ ea.; #2A4G Tubes \$1.41 ea.; #928 All Directional—Photo Tubes—\$3.21 ea.; ABT new Coin Chutes \$2.50; slides 73¢ ea.; Resistors for Wurlitzer Skee Ball \$1.20. Send for our new Skee Ball, Ten Strike, Ray Gun parts list. **RELIABLE PARTS CO.**, 2512 IRVING PARK RD., CHICAGO 18, ILL. Tel.: IRving 4600.

Please mention **THE CASH BOX** when answering ads—it proves you're a real coin machine man!



# THRU THE COIN CHUTE



## CHICAGO CHATTER

Many of you will be seeing this issue for the first time at the Hotel Radisson in Minneapolis on April 26 and 27 when the four states convention gets under way. With the ops of Wisconsin, Minnesota, North and South Dakota present, there is no doubt that a great many important problems will be openly discussed and, perhaps, solutions brought to the fore. At the same time many manufacturers and their representatives will be present to show the ops their latest wares. It is believed that this four states convention is sure to make coin machine history. Much credit to Ken Ferguson of Stillwater, Minn. for the grand publicity work he has done to attract so much attention to this meet. To give you some idea of the work involved, just try to get the ops together in your local area, not to speak of the entire state—and then think what it involves to get ops of four states together into a single meet. So, to the officers and all others who spent so much of their time to bring this meet about—orchids—and plenty of 'em. See you at the Radisson.

Many coinmen here much upset over the news from New York that pinballs went down because Police Chief Wallander decided they were violating Sec. 982 of the Penal Code of the State of New York. But, when the cases came to court on Tuesday morning of this past week, the police dept. pleaded for delay until sometime early in May to see whether these stripped down pinballs could be "converted" into gambling instruments. It seems that, from what coinmen here report, that this was a drive to "upset" the pinball biz in New York, rather than anything else . . . Op visitors in town this past week talking about 10c play on amusement games. "But," remarked one noted op, who also runs plenty of juke boxes, "the people who should be getting 10c a play are the juke box operators." He also explained, "Sure the take may fall for the first two or three weeks, but, like anything that's hiked in price, a drop in sales is expected, after that the public get used to the new price and go right along with it." And that, we at *The Cash Box* believe, is very sage advice for every juke box op. If they don't get a dime per play they just can't make out.

Quite a gang of the Wurlitzer guys over at the Bismarck this past week. Bumped into one after the other—here and there about the town . . . Which reminds me, Gordon Sutton phoned us regarding the item which appeared here a few weeks ago (I never knew the sonofagun could read) advising that he did not crack up his Bonanza plane and, furthermore, that he just won't accept any challenges to play me any more football in hotel suites. I stated that I would like to have Art Garvey of Bally as my lineman the next time Gordon felt in a football mood . . . They tell me that Herman Paster was around town all this past week (missed him here and there) and was yelling to one and all, "Be brave," which, Herman, is one helluva fine expression these days . . . even tho the way Herman says it, it sure does sound funny . . . Say, did any of youse guys and gals ever see Herman Paster and Irv Sandler do their dance on a table top? Suggest this to Dick Hood for one of the "features" of the next convention. Believe me, Dick, it'll bring the house down . . . it's that funny.

Lyn Durant of United Mfg. Co. back in the factory this past Wednesday . . . got that travel steam out of his system again . . . and, they tell me, he looks grand for all that marvelous sunshine . . . while Billy DeSelm and Herb Oettinger and Ray Riehl kept after the business . . . what a job they had . . . what a job . . . just shipping more and more "Wisconsin" . . . ooh, too tough, too tough . . . by the way, that reminds me, what did Billy DeSelm do about the Rev. Livermore of Milwaukee? . . . does anyone know? . . . Hymie Zorinsky made his presence very well known all over our town this past week . . . with his big cigar . . . you get five bucks, remember, when you catch him without it . . . and with the bowling season over Hymie just ain't himself anymore . . . Art Weinand of Rock-Ola (who's trying to get used to the idea of a "boy" around the house and boy's clothes hanging up to dry) arranged a school for mechanics at the factory that brought a gang of the distrib's mechanics into the spot with the men learning plenty about taking care of the new Magic-Glo phono of the firm . . . Expect Ed. Levin of Chicago Coin to go calypso on me any day now that he's howling about "Trinidad" . . . and that reminds me that Sam Wolberg's idea of a card reading about the swell entertainment offered by the pinballs is still clicking with ops here and there thruout the country . . . many having written in about it.

Two newcomers in the coinbiz this past week . . . Mrs. Lou Casola of Rockford giving birth to twins and Lou feeling that he should give two cigars to every coinman, instead of one . . . by the way, Lou, didn't get my cigars . . . wha' hoppeen, baby? . . . Saddest news to many, many coinmen here this past week . . . passing of Joe Calcutt . . . fabulous in the annals of coin machinedom as the largest and most outstanding distrib of all time . . . biggest op in history . . . finest gentleman we've ever known . . . greatest, regular guy in all the biz . . . our sincerest and saddest condolences to one of the grandest men . . . and we know his memory will always remain as one of the greatest in the business . . . With George Ponser bouncing between Cleveland and New York (since N. Y. pronounced

the wood ball rolldowns okay for operation) seems that Ed Lavendar is one of the busiest of the busy guys in town . . . from what Ed tells me . . . "Orders just keep on coming since we reduced the price. And," he says, "price only reduced because we believe that this is the longest run in all history on any rolldown. 'Pro-Score' still being turned out by our factory every day." . . . "Buster" Williams of Memphis and Noo Orleans was around our town this past week . . . at the Bismarck . . . at United . . . what else does the guy need? . . . Joe Ash, bow tie and glasses, around our town, too . . . saw him over at United and also at Gottlieb . . . always ready with a joke and always happy . . . can't hold this boy down . . . just goes right ahead . . . good times or bad.

"Big" Ben Becker of N. Y. C. (Ballyman) around town this past week and much in the company of Herman Paster . . . wonder why Ben won't play "gin" with Art Garvey any more? . . . Ray Williams of Commercial Music, Dallas and other Texas points, in our town, too, this past week . . . Ray's got some sweet ideas regarding the coinbiz . . . why'n't you write about them, Ray, . . . Dave Wallach of Marvel Mfg. Co. has a cutie . . . claims that "Leap Year" comes only once every four years . . . meaning, of course, that the new Marvel "Leap Year", game is so good that only one like it every four years will be seen . . . by the way, Dave is on his way up to Minneapolis for the four state meet to show the boys what he means . . . Jimmy (Globe) Johnson all enthused over his "lightning changer" . . . Jimmy claims "This is it" . . . Skeet Moore over at Williams Mfg. Co. is in love . . . with a gorgeous gal, he claims . . . name? . . . "Virginia" . . . "And," says Skeet, "she's bringing in the orders like they never came in before." . . . Which reminds me . . . in a visit to the Genco plant the other day . . . saw those "Trade Winds" coming off the production line faster than ever before . . . seems the game just goes on and on . . . another Genco winner.

Some ops in discussion here stated, "Two greatest one-balls ever made in this business are Bally's 'Gold Cup' and 'Club Trophy'." And when the ops, themselves, make such statements, brother, you know that Bally's got somethin' . . . somethin' good . . . but, who the hell will challenge Bally's ability to build the greatest one-balls . . . anytime . . . anywhere . . . and under any conditions . . . Orchid to Ray Maloney for one of the nicest things we have ever yet heard any manufacturer ever yet do. And, even tho we aren't allowed to report it, just remember, only a very, very swell guy would do something which requires the most sincerest expression of confidence in the guys in this biz . . . you'll probably hear about it . . . Irv Weiler of Consolidated, Kansas City, in town this past week visiting over at Rock-Ola Mfg. Co. and learning all about it . . . one swell guy is Irv . . . and a credit to this business . . . L. C. (Lindy) Force of AMI getting himself all worked up over the four state meet as well as the big showing to be held very, very soon by AMI for their many distribs . . . seems that Lindy gets up nites to think about another angle he wants to tell his distribs when they come together . . . take it easy, boy, take it easy.

## ST. LOUIS

Flood waters in lower Illinois and Missouri sent a lot of operators scurrying around to hoist their equipment on tables and chairs in riverbank locations this week. Down at Cape Girardeau quite a few phonographs and pin games were hauled away lock, stock and barrel by ops who remembered last year's drenching.

Jewett Cook of Centralia, Ill., was visiting around distributor showrooms over the weekend, and claims rural Illinois prosperity is disappearing fast. "Or else it's just scared money" Jewett opined. "Play is falling off in districts where incomes are staying up."

We had a call from Bill Betz, head of W. B. Novelty, who states he didn't make a statement regarding closed competition which is being circulated around St. Louis. "I don't want to say whether I'm in favor of it or not" states Betz, who ought to know both sides of the question.

Many distributors are against closed competition and such standardization as front money, location splits, etc., we learned after querying four leading firms. While there is no question that closed competition means better on-the-spot income for ops, it has a bad feature in that machines won't be replaced as often, according to distributors who are also operators. "When ops are showing a better return from locations, the chances are they won't replace the equipment as often" one distributor pointed out. "And this naturally means fewer sales of new games for the supplier. Eventually, overlong operation will actually cut the take per month, because new equipment, which shows peak pull, is the secret of keeping a route profitable."

One of St. Louis' better known ops seconded this line of thinking. "I change my pin games about once every four weeks" he said, "Because they won't take in maximum play any longer than that. We always replace them along the entire string, as well—then we get the best play from the best locations, and move equipment down to a lower level."

Other out of town ops are studying the plan, including Bud Walter from Vending Sales Company, Perryville, Mo., Connie Confer, of NBC Distributing Company, and Herschel Taylor, of Belleville, Ill.



## THRU THE COIN CHUTE



## EASTERN FLASHES

The games division received a staggering blow here this week when the police department issued orders to pick up all pin games. Starting Sunday morning, the police went into action, and as is usually the case, picked up everything discriminately. Local jobbers and distributors refrained from opening up Monday morning, and a few who did, lost whatever games they had on their premises. Originally the order was directed at pin games, but later on in the week, additional instructions were issued to pick up rolldowns, both wood balls and steel balls.

Previously, locations were being badgered by the police, who permitted games to operate, but intimated that the other irritating actions would cease if they gave up their games. The sudden maneuver of confiscating equipment came as a surprise to the trade, as previously attorneys for the operators had succeeded in getting dismissals in court on identical complaints.

All the newspapers carried feature stories, including photos of equipment confiscated by the police. Even the New York Times found space on its first page for a lengthy story. The amount of games picked up is estimated over one thousand. Location owners and coinmen appearing in court to answer summonses were told the cases were postponed due to the city's need for time to prepare its case. They will come up again on May 4 and May 11.

Meanwhile, Teddy Blatt, attorney for the association, sought to secure an injunction restraining the police from molesting the equipment, but up to press time, the injunction hasn't been issued.

Coinmen here are going to put up a strenuous fight, as they claim their equipment has been stripped to comply with all regulations, and are being operated according to law. They cannot understand just what procedure the police will bring their case to court, as all games being operated in the city weren't "easily convertible," which would be the only premise to confiscate games.

\* \* \*

Music operators were keenly interested in the city's new regulation, increasing subway fares to 10c. With the public conscious of the inflated values of all commodities, the 10c fare will make them aware of the fact that the nickel is worth only a cent or two, and that products that were sold for 5c must now get 10c to survive. As one of the leading music ops put it "We should have been getting 10c a play for a long time in order to operate our business profitably. However, with the last bulwark of the nickel, the subway fare, pushed into the discard, I believe music machine operators will soon be able to obtain a dime."

\* \* \*

It looks like Hirsh de LaViez of Hirsh Coin Machine Company, Washington, D. C., is in for a lot of kidding. Known thruout the length and breadth of the land as the industry's foremost practical joker, Hirsh has been on the giving side most of the time—now he'll have to take it. It was recently announced that he was associated with The Coin Machine Operators of America, Inc., a firm offering the coin trade the William J. Burns protective agency. The Washington Music Guild (music machine operators association) presented him with two Sherlock Holmes hats and a pipe in an hilarious occasion. All this preliminary buildup is to point out the reason for Hirsh's embarrassment. While he and his family were sleeping peacefully last Sunday morning, a sneak thief broke into his home and filched his wallet, tie clip, cigarette lighter, etc., from right under his nose. So—if any of our readers were victims of Hirsh's pranks, just give it right back to him now.

\* \* \*

Murray and Bill Weiner of U-Need-A Vendors, were found at their Tenth Avenue offices this week playing host to coinrow's visitors. Murray states that these offices will be renovated and kept open continuously now that the cigarette manufacturer is ready to make deliveries. The

new electric model is on display, and Bill and Murray are enthusiastic over its performance. "It's an operator's dream" claims Murray. "No service problems, plenty of capacity, and beautiful appearance." . . . Ben Becker, Ben Becker Sales Company, (Bally regional representative) back from Chicago. . . . The newly formed Syracuse Coin Machine Industries (games association) would like to have a copy of by-laws and code of ethics from other associations so that they can use it as an aid in setting up their organization. Send them to Al Craner, Atlas Equipment Company, Syracuse, N. Y.

\* \* \*

Barney (Shugy) Sugerman, Runyon Sales Company, tells his friends that his daughter, Lorraine, recently became engaged to Morris R. Kohn, a West Orange, N. J., boy. Kohn is attending Upsala College, having spent more than two years in the Navy as a petty officer on a mine sweeper in the Pacific area. . . . Al Blendow, Blendow & Meyers, Inc., has two salesmen on the road, and reports they are sending in some fine orders for arcade equipment. Meanwhile, Al contacts the local trade. . . . Bert Lane, Seaboard Corporation of New York, reports than Genco's "Trade Winds" is getting a big play in his territory, with his salesmen sending in plenty of orders. . . . Young Distributing Company, announces the opening of their Newark, N. J., offices this week. Offices are located at 361 Avon Avenue. Jim Sisti is the manager, and Mike Colland, the bridegroom is his assistant, and in charge of sales. Mike just returned from a Miami honeymoon and is fit for his new assignment.

\* \* \*

All the coinmen from this city who were present at the Hotel Hollenden in Cleveland, (April 14) for the big banquet of the Ohio state phono ops' association, will never forget the speech made by the county chairman of the American Cancer Society when Jack Cohen, president of the Cleveland and Ohio state ops, presented him with a check for \$10,000 for the two day show the ops put on featuring famed recording stars and also advised that this wasn't all the money for many tickets were still out and more money was expected to come in. The county chairman of ACS advised the 600 people who were present at the banquet in a sincere speech he made that this was the largest single donation for the American Cancer Society in the history of the county. Furthermore, he stated, where for the twelve years work which they have been doing only about 10 per cent of the people in the county even knew about them, because of the marvelous publicity obtained by the juke box ops for ACS, he could safely state that over 75 per cent of the county knew all about the American Cancer Society today. That's the sort of praise which helps this industry immeasurably. No value can be placed upon it. It has always been the hope and the appeal of *The Cash Box* to all coin men everywhere in the nation to win greater recognition for themselves and for their industry to enter wholeheartedly in such effort. This is real public relations work of the finest type. Many, many orchids to Cleveland for the grand job done for ACS.

\* \* \*

Willie Levey, Supreme Automatics, Inc., Brooklyn, N. Y., visiting coinrow on his regular Tuesday trek, seen relaxing over a cup of coffee in company of the beautiful secretary of Al Simon. The ever-smiling Willie doesn't lose his good humor due to the present adverse game situation. . . . Telecoin Corporation places three Tele-Juice vendors at La Guardia Airport's domestic terminal. . . . Eastern Engineering & Sales, Inc., Philadelphia, manufacturers and distributors of the "Kenro" Ice Cream Vendor placed its first machine in the Jefferson Hospital in that city. They state that all profits derived from the sale of ice cream is being turned over to the Crippled Children's Fund. James B. Kendig is president of the firm, and Sam Rogove is treasurer.



# THRU THE COIN CHUTE



## CALIFORNIA CLIPPINGS

Local operators and distributors of rolldown games have come out swinging back in defense of their good names and livelihood . . . City ops this week got together and named Gordon Roper as chairman with a Committee of Six, including Harry Goldman and Gabe Orland, in seeking public recognition of their just cause . . . with several cases now pending before the municipal courts in the capable legal hands of Tom Howard and Joe Altagen, the boys figured it was high time to let the public know what's going on . . . So far the publicity on this matter has all been dispensed by the City Attorney's office and Police Dept. . . . and it reads a little loaded against the 5000 operators, distributors, delivery truck drivers, service mechanics and merchants who derive a living or necessary supplementary income from a game which stands absolutely clear of the city's anti-pinball machine ordinance . . . At present the major issue involved in the court cases, along with all the political trimmings and assorted spinach, is whether the holes on a board are to be considered "objectives or obstructions" . . . Meanwhile crime marches on and the local elections draw nearer.

Dropped in at Pacific Coast Distribs and found Len Micon and Genco's Art Crane among the many distribs and factory men who are genuinely concerned about the welfare of the many small ops even beyond any concern for their own fate in the current situation . . . Lyn Brown next door on Washington Blvd. is also in there pitching with the boys while keeping one eye on his promising shuffleboard business . . . Bill Williams, always ready for an amiable chat, gave out with some comment on this matter that reflects his mellow philosophy of some 50 years plus of studying machines and people . . . and figuring out what makes 'em click . . . At General Music Co. found Bud Parr in and Fred Gaunt taking a few days off at 29 Palms . . . and without the lady of the same name (29 Palms, that is) . . . Bud said it was a pleasure jaunt but we'll bet our Christmas bonus Fred will come back with a couple of new Rock-ola orders . . . Paul Laymon, who has been a little under the weather lately, should be perked up by his fresh big shipment of Bally's super 5-ball "Ballerina" . . . Speaking of the weather, this town has been two shades hotter the last few days than we expect the hot place to be . . . and we're talking about the temperature, not the game situation . . . W. R. Happel of Badger Sales had a long distance visitor this week in a Mr. Anderson of the Honolulu Recreation Co. . . . He was anxious to get back to the semi-tropic isles just to cool off.

Bill Wolf, headman of M. S. Wolf Co., turned gypsy again this week after being home for a short seven days . . . This time he popped back to San Diego . . . His shipments of new AMI 40 selector boxes are streaming right in and out again with Nels Nelsen counting them as they go by . . . Jack Gutshall was literally up to his ears in Packard Pla-more, 5-balls and sundry equipment this week . . . Jack decided to do a little spring cleaning and had his furniture and stock shifted all over the place . . . At E. T. Mapes Co. Ray Powers reports his trip to Vegas was a profitable one . . . for the firm, if not him . . . Genial George Warner hit Automatic Games' theme tune with a "Things are fine by us . . . out-of-town business is steadily on pick-up" . . . It's nice not to have to worry too much about the local situation . . . Finally ran into Jay Kurtz of Kayem Products Co. . . . The busy vending machine exec. threw us a plug for his chewing gum machine vendor, ready for delivery next week with a new type of coin board and ratched type weights to prevent merchandise from slipping.

Seen on Coin Row this week: N. P. Craver of San Diego . . . R. G. Patterson from Corona . . . Stanley Little in from Lakewood Village . . . Inglewood's Johnny Nelson and John Hawley . . . Downey's John McGee and L. D. Smith . . . Carl Collard and William Shorey from San Bernardino . . . Jerry Cooper from Riverside . . . While a little too distant for anything but newspaper reports and stretched thin grapevine, the goings on up Santa Cruz way last week made for some interesting comment . . . Seems that the town's police chief accused State Atty. Gen'l's men of seeking "protection" money from Santa Cruz slot machine operators . . . The thing went around and around, and when complaining ops couldn't (or wouldn't) identify any of the state's men as the shakedown artists, Atty. Gen'l Fred Howser and Police Chief Huntsman called each fine fellows and went back to their respective political fences.

**RECORD NOTES WILL BE FOUND  
IN 'ROUND THE WAX CIRCLE -  
PAGE 8**

## MINNEAPOLIS

Eddie Claven, operator at Alexandria, Minnesota spent a few hours in Minneapolis calling on several of the distributors, and he reports that he had sold about 100 of the new Shoe Shine Machines . . . Bill Hunder of Wheaton, Minnesota sporting a brand new yellow Buick Convertible, spending a few days in Minneapolis sort of a little vacation . . . Jim Lucking, of Benson, Minnesota, on his own since leaving the Fairmont Novelty Company, is doing a pretty nice job.

Don Thraen of Tracy, Minnesota in town for the day, and so was B. F. Kragtorp, operator of Tracy, Minnesota . . . Martin Hagness, for many years operator in Grand Forks, North Dakota, left last Thursday, April 15th for Seattle, Washington where he will probably make his home. The business was turned over to his brother, Art Hagness, who knows the ropes and angles, as he has been with Martin for many years . . . Spring is now official, as Andy Benma of Ironwood, Michigan made his appearance in Minneapolis to spend a few days visiting distributors.

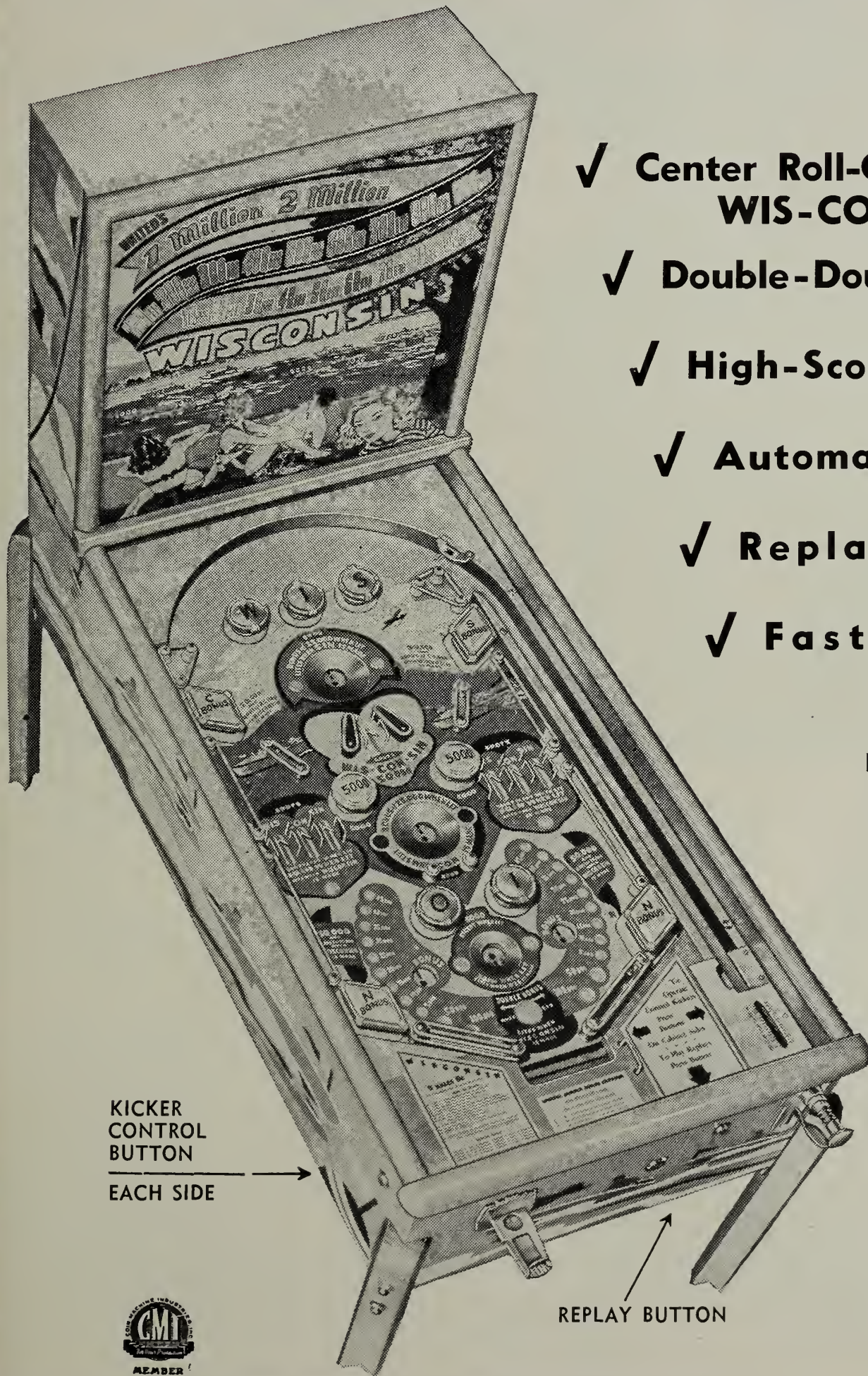
Frank Kummer, of the Kummer Novelty, Spring Valley, Minnesota, drove into town for the day, to make a few calls . . . Carmen Rober and Harold Jordahl of Luverne, Minnesota, visiting distributors in Minneapolis. Although they have just been in the business for a year, they are coming along slowly, but steadily . . . The four state Northwest Regional Show will open at the Radisson Hotel, Monday and Tuesday, April 26th and 27. The only distributors to show during this Convention will be the La Beau Novelty Company, and Bush Distributing Company. The Hy-G Music Company sent out several thousands of invitations to operators in the territory inviting them to attend their "open house" which will be held on those dates.

Charlie Bohnen of St. Cloud, Minnesota in town for the day . . . J. Allen Kirt of Deer River, Minnesota sold out his route and has moved to Denver, Colorado. The name of the new owner has not been established . . . Harold Peterson of Bethel, Minnesota drove into Minneapolis and spent a few hours calling on a few of the Twin City jobbers.



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